

FEB 15 1924

TRAVELERS' NUMBER

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

VOL. CV.

NEW YORK, FEBRUARY 9, 1924

No. 6

By VANCE
THOMPSON

author of

The Pointed Tower

A love story of lavish color,
picturesque beauty, dramatic
climaxes, holding mystery
and intense suspense.



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for comment contest on

Ann's an Idiot

goes to Mr. F. E. WOODWARD, Washington, D. C.

His comment picked as best by the eminent critic, Dr. Frederic Taber Cooper, follows:

"ANN'S AN IDIOT"

There is no denying the fact that ANN CHURCH is adorable, if she is idiotic. She is weak in real accomplishment as the proverbial woman, but, oh! how strong and mighty in impulse and inborn naturalness.

One follows her career with fear and trembling lest she once more drop a lighted fuse into the social magazine.

She is never strong in herself but is often dependent on others who are usually equal to the task.

The golden sun shines finally after many days of gloom, sweet and lovable but still an idiot.



TONY

A POSTAL CARD PRIZE ESSAY BY 'REDWOOD'

Special Note: The following comment, submitted by Miss Edna Levey, Beach's Bookshop, Indianapolis was considered so excellent, that a Second Prize of \$10 has been awarded Miss Levey:

"We maintain from the point of view of exhilarant youth—and if you aren't young you might as well be dead!—that ANN'S AN IDIOT is a complete knockout, for the following two paramount reasons:—
I. **Milieu:** Shipboard on the warm Mediterranean—soft languorous nights—heavy with fragrance—a passionate low-hung moon—low music. Then swiftly moving scenes in India stirring with wild and fantastic action.
II. **Dramatis Personae:** They are charming definitive personalities, especially Toby, the aloof, unattainable Indian Civil Service hero. But somehow they all pale beside joyous, adorable, madcap ANN. She took her first kiss from Toby like a man! She was supreme. Then because he gave her The Thrill Incomparable, she first changed her style of dressing—greater love hath no woman—then cut off her hair, and finally compromised herself hopelessly by wrapping herself around his feet all night out on deck because she was frightened. Can you imagine finding out that the man you were mad about had had a love affair with your mother? ANN did—staged a nervous breakdown—went off to the Indian hills to recuperate—nearly got shieked by an Indian Nabob! By the time you're a complete wreck, everything winds up beautifully and everybody's happy. For romance, loveliest daughter of the Gods, haunts the pages—ANN, her mortal garb.

Fifth
Large
Printing

Honorable Mention is given the entry of C. L. Ferguson,
Kilmarnock Books, Saint Paul

Fifth
Large
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Publishers **FREDERICK A. STOKES COMPANY** New York



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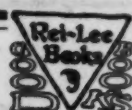
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The Weekly Review

Houghton Mifflin Co.



Letters received from authors and critics warrant the sta

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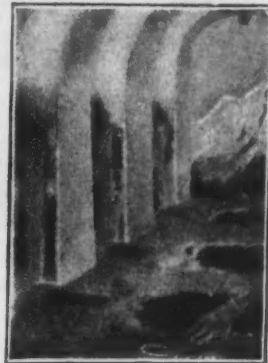
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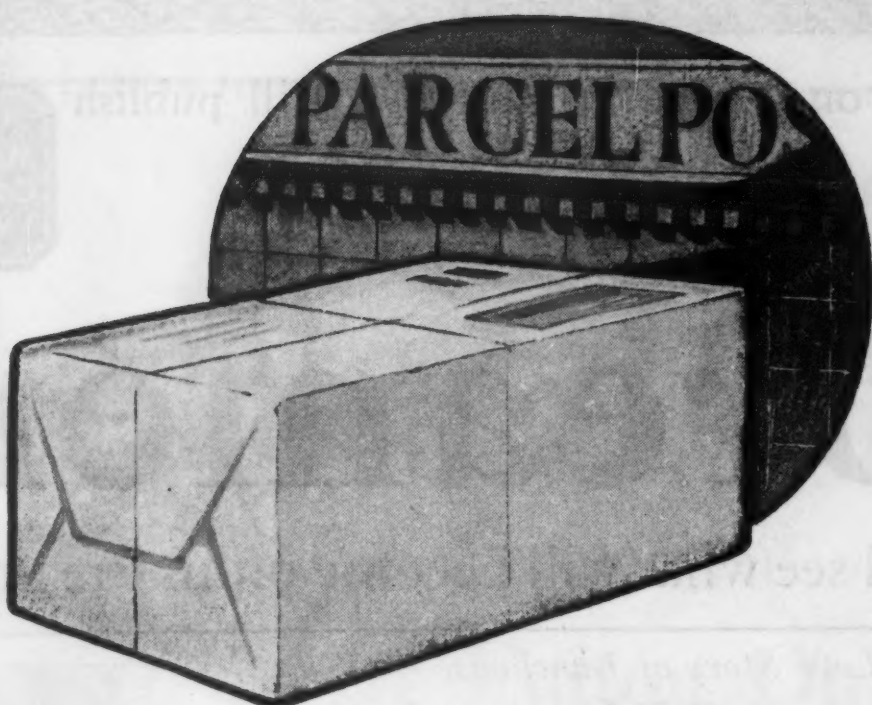
Struggling against her conscience—striving to stifle her love for the polo-playing lawyer who utterly worshipped her—Carol Drayton battled valiantly to live down and forget the thing which tortured her soul. With equal determination, she strove to attain the brilliant future which her voice, her beauty and the tutelage of an internationally noted impressario—placed within her grasp.

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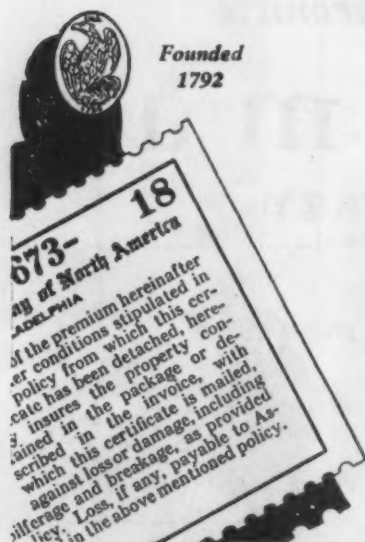


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 February: SO BIG by Edna Ferber
 March: MRS. ALLEN ON COOKING-MENUS-SERVICE
 by Ida C. Bailey Allen
 April: THE DESERT'S PRICE by William MacLeod Raine
 RACE by William McFee
 THE CALLAHANS AND THE MURPHYS by Kathleen Norris
 May: THE OLD SOAK'S HISTORY OF THE WORLD by Don Marquis

THESE are some of the leaders for one of the finest Spring Lists we have ever published. From now on until June we shall have at least one big book every month, and each one is by an author you like to read and sell.

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From

The New York Times Book Review

Zane Grey and His Many Readers

A Review by
L. H. ROBBINS

THE CALL OF THE CANYON. By
Zane Grey. New York: Harper &
Brothers. \$2.



IF Zane Grey is the most popular of living authors, as his publishers tell us, then it might pay the student of literature to sit down with pencil, paper and a Zane Grey novel

and find out, if possible, why it is that the world likes these stories so well. Certainly his popularity is a phenomenon that cannot be ignored in any study of contemporary American life, social or literary.

The story is the thing

It is evident from such a study, first, that the public responds to honest workmanship. For Grey writes well. His sentence says what he wants it to say; clarity of thought and strength of phrase are important elements in his technique. So, too, is that self-restraint that marks the true artist. He knows his place; he keeps out of sight in the good, old-fashioned, almost forgotten manner. Add

his keen sense of the dramatic and the result is a story that flows as swiftly and irresistibly as the Colorado River. The story, with Grey, is the thing, and the story-teller is of as little moment as his fountain pen.

A vital human need

A New York magazine editor who printed some of the first of the Zane Grey stories says of him:

"The last thing in the world that he is afraid of is hard work. He eats it up. When he doesn't know he goes and finds out. He takes no man's word for his facts, nor trusts his imagination for them. And when he has dug them out for himself he toils like a Turk to put them in shape. He has earned everything that has come to him."

A second discovery in this unimpassioned examination is that Grey's stories are as clean and fresh as a New England village after a three-day rain. Is it possible that even now the majority of readers like their fiction decent? Is it possible that the Sophisticates, with all their ballyhooing for this candid novel or that pathologic play, have not yet prevailed against the standards of respectability that seem to them so deplorable?

Mr. Grey has sensed a vital human

need and has gone West for us, vicariously as Mr. Conrad has gone to sea. Whether luck has much to do with it is a question, after all; for the magazine editor says:

"There was a need for Western stories. Zane Grey saw the opportunity. But he was an Easterner by birth and education. He was even a New Yorker; he practiced law here. He didn't know the West. So he went out there to study it."

His West is the rainbow land we visit in spirit when the job palls. In reality it is a hard land. Carley Burch finds it so when she leaves her easy life here to go to Arizona and look for Glenn. Poor Glenn, ill from the war, has found health there, both physical and spiritual, and wants to stay; and he believes it too hard a place for a society girl like Carley.

Therein we see a vast difference between story heroes and young men in real life. A real young man would depict the wonders of the canyon and the desert glowingly to his girl back East. He would write, "You would love it," and, "If you were only here it would be perfect." But Glenn is peculiar, after a fashion known best to literature. His

letter asking Carley if she wished to be released from the engagement starts the story and we read for 290 pages thereafter how the West tries the Eastern girl's courage and drives her back to the Plaza, and how at last the call of the canyon is too strong for her to resist.

"What a corking good story!"

Perhaps Glenn is a bit of a stick for doubting Carley's grit. Perhaps Carley's "butterfly" life in Manhattan is too dark a spot in the picture. But the reader does not worry about those slight defects when once Zane Grey's nature descriptions have gripped him. Here scenery does more than fill space. Potent in its influence upon the people of the story, it is a character in itself; the leading character, indeed. The wild, lonely, fearfully beautiful Arizona desert has never been better done.

And after the last page of this novel is turned the reader does not remark, "What a clever writer!" but rather, "What a corking good story." And that fact in itself may go far toward explaining Zane Grey's popularity the country over.



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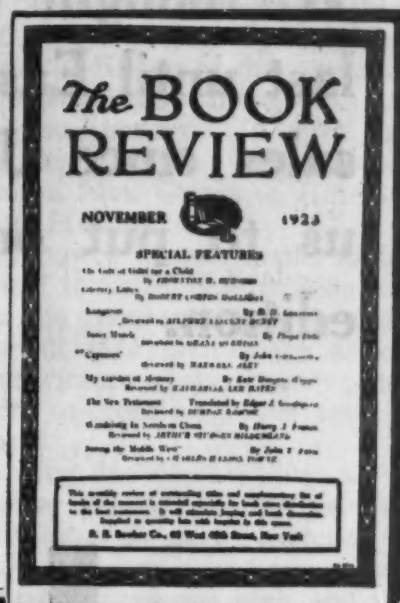
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The Publishers' Weekly
 THE AMERICAN BOOK TRADE JOURNAL
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February 9, 1924

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

A Literary Statesman

THE annals of our country show clearly how important to a great statesman is the effective use of the English tongue. Perhaps the clarity of vision and forcefulness of character that make a great leader may in themselves create the literary power needed.

Of the four greatest names in the founding of the country, all were men of decided literary accomplishment: Benjamin Franklin, whose signature was on four of the all-important documents in the beginning of the country's history, left the most esteemed of American autobiographies; George Washington was a letter writer of great industry and ability, and his state papers have literary as well as historical importance; Thomas Jefferson's insight into political theory was recorded in state papers of permanent value and interest; Alexander Hamilton's Federalist papers as well as his state documents are models of political writing.

Lincoln has long been credited as one of the outstanding writers of this country. His Gettysburg speech was one of the world's perfect orations, and the peroration of the second inaugural has the excellency and balance of great poetry. Grant, with no training in the field of writing and little indication that he had ability in that field, produced a model memoir. And Theodore Roosevelt, from the beginning of his career, found a wide American public for books of history, travel and adventure.

Woodrow Wilson began his career as an author in 1885. His first two books, "Congressional Government" and "The State," are outstanding discussions of the theory of government, ranking in clarity and incisiveness with the clear thinking of the Federalist, and he completed his contribution to this field in "Constitutional Government in the United States" in 1908 and "The New Freedom" in 1913. In 1893 and 1896 he published two volumes of essays, "An Old Master," and "Mere Literature and Other Essays." Here is shown that

remarkable control over the use of the English language which marked his later writings. In 1897, he published, thru Harper, a volume on "George Washington," which was followed five years later by his elaborately illustrated "History of the American People," with its keen analysis of the characters of our history. In 1915 and 1916, he published two very human books entitled "When a Man Comes to Himself" and "On Being Human."

The literary power forged in this varied production came to its highest fruition and importance in the great state papers of the war. These will take their place among the literary inheritance of the country; they are, moreover, of political importance to the whole world.

His outstanding technical ability as an orator made these state papers, whether prepared for printing or as public speeches, as was usually the case, models of clarity and logical presentation, and his high and unwavering idealism shot thru them all a touch of exaltation that gave them their power to mould events and opinions on both sides of the water. No better tribute can be paid to him by each individual American than by taking from the shelves some of his books and revisualizing the man thru his writings.

Covering the Field

AN interesting comparison of conditions in the distribution of books can be made by studying the list of travelers as printed ten years ago and today. Taking as a criterion 25 of the leading houses representing varying fields of publishing, we find that, in 1914, these houses had 111 travelers in the field; in 1924, 170. This means that the country is being covered much more systematically and thoroly than before, and it means that territory formerly only barely productive has now become fruitful for intensive work.

It would be interesting if a forecast could be made of what the next ten years would bring forth, but, if bookstores increase as rapidly as they have during the past three years, the whole method of distributing books thru the country will be undergoing steady revision, and new areas will be marked out for special development. It is very likely, also, that the tendency, which is beginning to appear to have salesmen stationed permanently in other centers rather than to operate out of New York will show a decided development. Already Chicago and San Francisco are becoming operating centers for resident salesmen, and, as other

territory becomes more productive for intensive work, this method is likely to go much further.

There has been no sign of any change in the plan of having the field men be the important point of contact, and very few buyers do their purchasing in New York except in the toy-book field, and in the buying of jobs. It has been found by the buyers that they get better opportunity to judge the coming titles by inspecting the very full samples carried by the traveler and hearing the sales points from him than can be obtained in the publisher's own offices. Beside this, in purchasing from the traveler, the buyer is talking to a person who has studied the buyer's local store and local conditions and approaches the sales contact with some realization of what the bookseller's outlet really is, and no one man at headquarters can visualize all the different buyers that might come to his care.

Beside the increase in the number of salesmen, there has been a great deal of increase in the number of trips made, this increase being made possible by the smaller territories covered. The old two-season canvass, which was the common thing twenty years ago, is now entirely in the past, except for special lines and in distant fields. This tends to sounder buying by the retailer, and sound buying means better credits, a thing greatly to be desired on the part of the publisher.

It would be invidious, indeed, to make any comparison between the caliber of the representatives now in the field with those of a generation ago, as one immediately thinks of the outstanding figures and influential men who covered the trade of that time. Taken as a whole, however, it must be felt that the salesmen today are, in a splendid measure, coming up to the opportunities which the book field opens and that the book-trade as a whole has the satisfaction of dealing with a group of men who can adequately present the books and can give intelligent help to the dealer's problem.

The Travelers' Number gives the book-trade one more chance for feeling that there is a real reason for optimism.

Book-trade Fellowship

IT was an occasion of rather unusual type which brought together, at a dinner given to celebrate the launching of a new publishing house in New York, forty representatives from almost every type of publishing and book-trade organization. The occasion was the launching of the new firm of Minton, Balch & Company, and the

significance of the gathering lay in the way it visualized the new friendliness and cooperative spirit that has grown up so strongly in the publishing world.

Major Putnam and Robert Bridges, of the old houses of Putnam's and Scribner's, out of which the new firm has grown, came and gave their blessing, and there were present representatives from a score of publishing houses, a dozen well-known literary critics, authors, agents, and booksellers. The members of the new firm could not have failed to feel that they had started in an era when good will and optimism were the keynotes of the book-trade. The sponsors for the evening, Whitney Darrow of Scribner's and Robert G. Anderson of Putnam's, and Charles Denhart made it one of the lively as well as deeply interesting gatherings of the book-trade year.

Contact With the Bookstore

IN a paper read before the Taylor Society some time ago, Henry S. Dennison of the Dennison Manufacturing Co. of South Framingham, Mass., gave an estimate that, of the traveler's working time, 40% was spent in traveling, 25% in miscellaneous clerical work, 20% in waiting to see prospects and 15% in actual contact with the customer. Whether this is true of other trades, there are no figures to prove, but it would give emphasis to the importance of preparing the way for the salesman's actual point of contact. The *Publishers' Weekly* believes, with other periodicals in the field of trade publications, that one of its great functions is to prepare the way for rendering fruitful that 15% of time.

The publisher sometimes has at stake an important book that must be explained to a customer in a tenth part of an allotted hour of conference. If the customer is well prepared to see the significance and importance of the big item presented, there will be better results in the order taken by the salesman and in the pressure put behind the selling of that item when it is received. Advertising in the *Publishers' Weekly* prepares the way for the fruitfulness of these contacts, and, functioning in that way, it adds much to the headway in the industry.

MEAD SCHAEFFER has delivered to Edward J. Clode fourteen drawings in full color, illustrating Louis Tracy's immortal romance, "The Wings of the Morning." Mr. Clode will publish the "Schaeffer" edition in September.

Gardening in Winter

By Mrs. Francis King

Author of "The Little Garden," "The Well-Considered Garden," etc.



FROM "THE LITTLE GARDEN," ATLANTIC MONTHLY PRESS.

I have been re-reading that lightest, most charming of all books inspired by a garden, "Elizabeth and Her German Garden." The copy is the one with the lovely illustrations in color, issued after this little book had gone thru as many as twenty-one editions. And

I find myself as exquisitely amused and pleased now as when I first saw it years ago. A book to enjoy but not to analyze; a writer often to be agreed with. "I am always happy (out of doors be it understood for indoors there are servants and furniture) but in quite different ways—for my spring happiness bears no resemblance to my summer and autumn happiness, tho it is not more intense." I contend that the great impetus to general gardening in America was due in equal measure to this gay little publication and to Mrs. Ely's "A Woman's Hardy Garden," Macmillan. The former created the desire to garden; the latter gave practical advice toward the garden's making. To capture the imagination is the first thing in writing upon an art and an occupation; detailed direction will then have a careful hearing.

With books one's garden is one's constant companion in winter; in fact perhaps in winter most of all. The lively imagination of the gardener forms such pictures of the garden as may not be fully realized but the pleasure is there—those melodies that are unheard are sweeter—and the fact remains that whatever is accomplished in a season to come must be immeasurably more beautiful than if that imagination had not earlier been given full play.

To garden in winter is the hope, the eager wish now of thousands upon thousands who have lately learned to garden in the three other seasons. But *how* to garden in winter? Thru books. With these, with that rake of the mind and eye

which gathers everything in, with that sickle of the imagination which reaps the loveliest of all harvests, one may garden in winter from the last chrysanthemum to the first snowdrop. I sometimes think—and, perhaps I may say it, as this is a page for publishers and for no others—that the sellers of books make a vast mistake in failing to make garden books important today in their holiday advertising. I say this quite as if I myself had never written such books, but as one in constant communication with gardening men and women all over this country. And I know that they want more garden books in winter, more such suggestion than they now have. With the coming of the first seed-list this fire begins to flame in the mind of all interested in gardening, and the date of this first seed-list in America is now January 10th.

Before turning now, however, to some mention of a few books of varying types, taken quite at random, the question naturally occurs, what qualities must the really good garden book have?

The garden book must be indispensable. It must contain such sound and simple information that the amateur needs it. It must be written with at least a touch of life, of fire, for otherwise it will give no pleasure in the reading. Its English must be more than merely good; it should be almost inspired because of the rare, the enthralling subject and thus the good garden book becomes possessed of that strange quality we call charm. How it is with others I cannot tell, but in one page of a new book on gardening this quality either flies out to me or its wings stay folded, and there is no charm; and while I would not say that every book on gardening must have charm, I do affirm that this rejoices any reader with a spark of temperament and often stirs him into beneficent gardening activity.

Among the small practical books for beginners in gardening is Miss Shelton's "The Seasons in a Flower Garden," Scribner. Not only is the instruction given in this small volume sound, but a fine taste pervades it, giving the book an added value, making it a true asset in all garden

propaganda. The series of small books called "The Little Garden Series," now coming twice a year from the Atlantic Monthly Press, will have great influence on the small garden in America. Mrs. Harding's "Peonies in the Little Garden," Atlantic Monthly Press, is already referred to as the best book upon the flower; Fletcher Steele's "Design in the Little Garden" will appear in the spring, to be followed by others for which plans are now making.

A Gardening Literature

"Taming the Wildings," a new and delightful handbook by Herbert Durand, Putnam, has as its objective the larger use in our gardens of our own magnificent native flora. The great William Robinson has always pressed this cause and will congratulate us upon this book. Professor Sydney Mitchell's new book, "The Iris in California," Doubleday, which I have not seen, must be a fine contribution to the literature of the subject. Mrs. Wilder's delightful and valuable books take an important place. Indeed an American gardening literature may be said to be here. Begun long ago by Downing, carried on thru the years by Ellwanger, Parkman, by the editors of *Garden and Forest* and a few others, we now have the beginnings of such a literature to meet the needs of our own conditions, to fill the hearts of a people hungry for gardens with winter as well as with summer joy.

Reference books must have a word. These are of course headed in England by Nicholson, in America by Bailey's great "Encyclopedia," Macmillan. It is not necessary to do more than mention this last. We all know and use it; none could garden seriously without it. Mabel Cabot Sedgwick's "The Garden Month by Month," Stokes, is invaluable on one's shelf; and now appears the long expected "Standardized Plant Names," a most important volume which is sure to bring order out of confusion in our present use of the names of growing things.

It is true that "there is nothing so easy as for most garden writers to fall into a kind of sentimentality" and there is nothing which so offends. Such writing is fruitless; and of what use is any writing that is not effective? Unless the feeling about gardening is tempered always by the hard knowledge of gardening routine and by some sense of humor there is a danger here to all who would write on gardening.

But here are three books which well illustrate what garden books should have. They are E. A. Bowles's three: "My Gar-

den in Spring," "My Garden in Summer," "My Garden in Autumn," all published by Dodge. When Mr. Bowles speaks I listen; when he writes I read; when he suggests I always, or nearly always, wish to follow. Not only have these books the underlying strength of a great knowledge of botany, but the eye of the writer is a cultivated eye, his soul seeks beauty; yet there is a spice of humor too. "Mere man that I am," writes he, "I stumbled along for years in masculine ignorance using a mason's trowel, old dinner knife and such bungling root-cutting tools for the fine work of seedling selecting, until a practical cousin of the fairer sex caught me using one of the best silver forks that I had taken out. She said, 'What you want is a cook's fork and I will send you one.' How was I to know cooks had forks designed by heaven for the use of gardeners? Go thou and buy two, one of the largest size for general use and one a size smaller for weeding out grass, *Poa annua*, especially, among delicate bulbous things and you will bless me every time you use them if your heart is not of stone." There is no choice among these three books; they are equally valuable and full of charm, and everyone who gardens should possess them.

What Photographs Can Do

"Handasyde" has written "The Four Gardens" and who knows this charming book is a fortunate person. Here are the titles of its chapters: "The Haunted Garden, The Old-Fashioned Garden, The Poor Man's Garden, The Rich Man's Garden." While this is really a book of delicately told tales, gardens are its theme, and text and illustrations, too, give an atmosphere only comparable to that of Agnes and Egeron Castle's "Our Sentimental Garden," a book which offers me exquisite delight from many points of view. In this is that vivacity and wit belonging to all books by the clever and cultivated Irish, to whom Mrs. Castle belongs. The same nice quality is in Constance O'Brien's "The Guild of the Garden Lovers," Dutton, a gay little performance in which gardening is discussed by a group of young married women.

Old books have not for me the fascination they possess for other gardeners. This confession is doubtless a sign of weakness, but I do not envy the owner of Gerard's "Herbal" or of Parkinson's "Earthly Paradise." This may be because I like more to look into the future than into the past; yet I realize what treasures of literature the old books are and enjoy the references constantly made to their sound sense in its

quaint or beautiful expression. The Library of Congress, as some of us may not know, is rich in these old garden books.

Perhaps the most important of all the more sumptuous books on gardening are those noble monographs, "The Genus Rosa," by Miss Willmott; "The Genus Iris," University of Chicago, by Mr. Dykes, and others of the same series. In this series each monograph is by an authority; the flowers are superbly shown in colors, and whoever owns the set need not go to Bailey for botanical information on the special flower. There are, too, those glorious books issued by the Country Life Press, London, "Gardens Old and New," "Gardens of Italy." Here are photographic records of the older and more modern gardens of Great Britain and Italy—pictures unsurpassed for mechanical excellence. Perhaps because of the masterly effect of composition shown by the photographer these pictures may do more for us than if we were to stand ourselves upon that ground!

"Some English Gardens," Longmans, by Miss Jekyll and George Elgood is one of the most beautiful of existing books on gardening; Margaret Waterfield's "Garden Colour," Dutton, has its own beauty and charm; Lady Eden's "A Garden in Venice" also. Josiah Conder's "Landscape Gardening in Japan," Scribner, is the authority on its subject and at the same time one of the fine books of any garden library. Its Second Volume or Supplement has chapter headings such as could not occur in any other book in exactly these forms; Origin of Garden Lanterns; Religious Origin of Garden Pagodas; Garden Wells; Garden Bridges. Piggot's tall, slender and enchanting book, "The Garden of Japan" makes a delicate companion for the great Conder.

For the Advanced Amateur

In "Warley Gardens" we have a large volume of pictures of the renowned garden of the great botanist, Miss Ellen Willmott. "Garden Ornament" by Miss Jekyll, Scribner, is a magnificent affair largely of pictures, with short introductions to the chapters on Terraces, Balustrades, Gateways, Pergolas, Treillage, Bridges, Seats, Flower Borders. But Miss Jekyll's work rose I think to its peak when "Colour Schemes for the Flower Garden," Scribner, was published. "Wood and Garden," Longmans, "Home and Garden," Longmans, "Lilies for English Gardens," Scribner, "Wall and Water Gardens," Longmans—all these translate without difficulty for our American gardening needs; and "Colour in the Flower Garden" has become almost a handbook for the advanced amateur here.

"Flower Decoration in the House" is not nearly well enough known; its keynote is struck by the beautiful frontispiece, an arrangement of clematis paniculata in a Chinese bowl; and what lovely objects we should have for the eye to rest upon, especially in winter, if the beauty of the picture "Fruit simply arranged on a Pewter Dish, with Vine and Fig Foliage" were to sink into our minds. Everyone throughout the host of English-speaking amateur gardeners relies upon what Miss Jekyll advises, follows what she has written as best they can; and fortunate indeed are we to whom these sound and beautiful books are available.

There are, too, in our plots of garden books—for often the shelves of the room in which I write seem to me a garden in themselves,—the ramblers among books. Here are the books whose chapters are like those long canes so familiar to us all, flinging themselves in every direction, but flowering so deliciously in their season; with a bloom that rewards one in a day for all the work of months. Such books are Calthrop's "The Charm of Gardens," Macmillan, Anna Lea Merritt's "An Artist's Garden" and to mention it once more, "Our Sentimental Garden."

Garden Books Are the Magic Carpet

This I will say; that the books of greatest distinction on general gardening thus far written by American women are Mrs. Van Rennselaer's "Art Out of Doors," Scribner, o. p., Mrs. Wharton's "Italian Villas and their Gardens," Century, and Mrs. W. A. Hutcheson's "The Spirit of the Garden," Atlantic Monthly. The text and illustrations of Mrs. Wharton's book are perfect for their subject. This really great book is a suitable introduction for Mrs. Van Rennselaer's which neither has pictures nor needs them; a book which transmutes the "garden-magic" (to use Mrs. Wharton's favorite phrase) of other countries into a garden-magic for our own. And Mrs. Hutcheson's with its pungent writing, its delightful photographs, crystallizes the whole subject for the American present.

There can be no respecting of nationality where the good garden book is concerned. Not in this matter could or should we say "America First." As our architects have in all the years of our history gone to the old world for their models but are now evolving a style which is the flowering of our own genius, so in gardening we must go for general ideas of design and fitness to those old lands beyond the stream of ocean there to see in gardens an antique beauty mellowed by the years. And tho we are agreed perhaps that in Italy and Eng-

land the beauty of gardens has reached its highest perfection, let us not forget the gardens of Spain, of France, of Holland, of Portugal, of all those countries large and small where for centuries the practice has been the loving cultivation of plants and the formal or free use of them in gardens.

Lately, while on a journey, I looked up from the pages of that most discerning and beautiful book on gardening, Clutton-Brock's "Studies in Gardening," Scribner, and saw that the train had stopped across a busy street of one of the most important motor-making cities of the country. I looked out at the rushing people on the street, the multitude of halted cars with engines and occupants panting to get on and I thought to myself, "What are they

after, what do they want? Is any one of these numbers here below the car-window awake to loveliness, to beauty, to gardening? Some of course are; but how few show it. It is all written on the faces—starved minds, discontented and unhappy hearts"—and I felt almost selfish in having before me such a book as I was reading. Mine was the magic carpet to carry me out of the tiresome train into a paradise of color, of fragrance; into that paradise of gardening, not like a painted paradise, into one where all is change, growth, development; into that paradise into which, when the American public shall have come *thru books* it will know one of the most sweet and satisfying of all the happinesses this world can give.

When Prospects Say "No" Too Soon

ALMOST any salesman of wide experience will tell you that there is a so-called "psychological moment" for closing a sale, and that before that moment arrives there is an element of danger in allowing the prospect to commit himself, says a booklet issued by Wynkoop, Hallenbeck Crawford Co. The experienced salesman is to be distinguished from the greenhorn by his ability to recognize when it becomes safe to ask the prospect to say "Yes" or "No." The ability to do this is largely instinctive, can be learned only from actual experience, and no formula has ever been devised which will take the place of experience. The inexperienced salesman goes after his prospect hammer-and-tongs, with all the strongest arguments in his arsenal, and loses out in a large number of cases. The experienced salesman, on the other hand, exercises restraint and finesse until he sees that the prospect is ready for a clinching argument, and delivers it with the force of an irresistible climax.

"A foolish consistency," wrote Emerson, many years ago, "is the hobgoblin of little minds." The eminent philosopher was not thinking of the process of selling goods, and the sarcasm in the remark is fairly evident. None the less, the sentence just quoted is a clear statement of the principle referred to, and is quite as applicable to the process of selling goods as to any other department of human conduct. The ordi-

nary individual (which phrase is inclusive of about 99 44-100 per cent of the entire population) hates to change his mind. He has a pronounced aversion to reversing his own judgment on any matter, when he has once expressed himself concerning it. No matter how firmly convinced he may be of his own "open-mindedness," his sense of self-respect demands that he remain consistent with his own opinions as publicly expressed. Once he has committed himself, instead of listening carefully to the arguments in opposition, he is likely to be searching in his own mind for arguments in support of his own position. It becomes a matter of pride with him to avoid the admission that his previous judgment was at fault. The fear of appearing inconsistent is so nearly a universal human trait that it scarcely needs demonstration.

Now in the selling of goods, as everybody knows, the first impulse of the prospect is nine times out of ten to say "No." And if he does say "No," consistency demands that he stick to it until some way is found whereby he may change his mind gracefully. The task of the salesman is not impossible, of course, but it is made more difficult because the prospect has established a precedent which he feels called upon to maintain. Instead of simply persuading him to "make up his mind," the salesman must now induce him to "change his mind"—which is very much harder to accomplish. And for this reason

it is the height of selling strategy to keep the prospect from saying "No" until he is ready to say "Yes." The most successful salesmen are adepts in the art of keeping the prospect's mind open up to the exact moment when a closing argument can be effective. They avoid raising the question of consistency, because they do not permit the prospect to say "No" too soon. The ideal prospect from the salesman's point of view is the man who is thoroly informed about the proposition without ever having been led to express himself unfavorably.

And right there lies one of the great advantages of printed salesmanship for the preliminary work of introducing the goods, and paving the way for the salesman. A catalog, for example, can carry a message as complete and comprehensive as you please without placing the prospect under any compulsion to express himself on the subject. A booklet can deliver arguments as direct and forceful as may be required without putting the reader "on record" in any way, shape or form. The question of consistency simply does not arise, because

practically nobody feels compelled to remain consistent with his own private mental reactions. There is no object in remaining consistent, because nobody on earth can tell whether he is consistent or not.

Thus the salesman who is supported by an adequate campaign of direct mail advertising is not only enabled to begin his work vastly closer to his objective; he encounters a prospect whose mind is open as well as informed concerning the main features of the salesman's proposition. The danger of a premature decision is reduced to the minimum, for the prospect is already subconsciously impressed with the merits of the goods. Furthermore, the salesman has the inestimable advantage of knowing what is in the prospect's mind, and can start by getting the prospect to *agree* with him. Thenceforward he will have the force of consistency working for him, instead of against him. Instead of a handicap, it becomes a positive aid in getting the prospect to act, which is after all the single aim and object of all selling.

Bringing Books to Guilford

By Andrew Millar

MRS CANTRY and Paul got a great deal of fun out of the brief reports made of the various books read.

In order to cover as much ground as possible, the two planned to read different books as a rule, but once in a while Paul saw that it would be a good idea to read the same book in order to compare opinions.

One of the plans devised during the first week of business was the installation of the bulletin board. There was a space about two feet wide to the left of the door-way, and as this space was directly on the sidewalk, the bulletin occupied so conspicuous a space that no one could pass without seeing it. Paul could hardly wait for September 20th to come so that he might begin work at the Y. M. C. A. with the idea in mind of becoming proficient in sign-writing. For the present, rather than exhibit his own crude handiwork, he took advantage of the services of George Burton and for a half hour after closing each evening, the two earnestly worked on the bulletin. The board was about eighteen inches wide and four feet long.

CHAPTER XV

Giving Discounts

"We've got to change the bulletin every day to make it effective," said Paul, and George agreed with him. For example on

Thursday, the top of the board announced: "*Saturday Evening Post* Out Today." Beneath this, the cover of the current issue was pasted. This proved to be a very effective announcement and of the first issue Paul sold forty-three copies, which he considered an excellent showing. Thinking it over later, he wondered where these forty-three people usually purchased their copies of the *Post*. He determined to make a little experiment the second week and he did so with the following result.

The total sales were forty-five copies. Twenty stated that they purchased regularly wherever it happened to be convenient; ten stated that they purchased occasionally, while fifteen said that the display had induced them to buy copies. This seemed to Paul an excellent showing.

The bulletin board would usually contain a sentence or two announcing some new book, numerous clippings from the *Publishers' Weekly* and other trade publications,

as well as from publishers' announcements. Paul found that many of these were of fascinating news interest and when pasted on the board were read in entirety by a number of persons. Of course, sales for the book mentioned did not always, or even frequently result, but Paul felt confident that this was a means of increasing general interest in books in Guilford and very literally so in the case of the man on the street. The *Literary Digest* and other current publications proved to have articles that had direct connection with books and authors. Placing an illustrated article from the *Digest* on the board had a result different from that which Paul expected. He did not sell the one copy of the book he had in stock but he did sell his entire ten copies of the periodical before noon, and the bulletin had to be given a hasty alteration.

The use of the bulletin board to boost the sale of the *Post* and other periodicals caused a spirited but friendly debate between Mrs. Cantry and Paul. Mrs. Cantry felt that the sale of periodicals interfered with the sale of books and marked the store too prominently as a news-stand. "When a man is reading the *Post*, he is not reading a book," she said. "I think we should put nothing on the board that does not apply directly to books."

"I don't quite agree with you, Mrs. Cantry," said Paul. "I believe that one of the strongest features a bulletin board can have is a timely quality. The *Post* is out today. Zane Grey's book is published today. Such and such an author died today. President Coolidge or Lloyd-George said this today, and his remarks arouse an interest in So-and-So's book. At the same time I believe that we can overdo the magazine feature, so you can depend on it that I won't give them as great prominence as I do to books, but I feel that it would be a mistake to take no advantage of the timely interest they offer."

One day during Paul's second week of business, he received a call from the Rev. Mr. Forthright, the minister of the First Church, the largest and most influential church in Guilford and the one that Paul attended. Mr. Forthright was a splendid preacher, a man slightly past middle life, a broad and tolerant thinker, and Paul had enjoyed his discourses and also his acquaintance. Paul thought at first that the visit no doubt was to come under the head of pastoral calls, and that Mr. Forthright would extend an invitation to church membership. Such, however, was not his present purpose. After a few pleasantries, Mr. Forthright said:

"I buy a good many books. I am not one of these clergymen who believe that you can stop learning after you leave the seminary. Of course, I buy religious books, but I also buy many books on various topics, just such books as you have right here in your store." His hand swept toward the adjacent tables. "Of course, certain of the books which I want you will have to order, others you can take from stock. I am very glad you have opened here because it has been necessary for me to order out of the city. Now the point I have in mind is what discount you will be able to give me. I feel that I must make my book money go just as far as possible, and for this reason and because I have been able to receive such special inducements in other cities before I came to Guilford, I put the question."

"Mr. Forthright," said Paul, "this is too important for me to answer off-hand. Such a proposition comes to me out of the clear sky and I will have to give it very serious consideration. To give you a discount sets a precedent in a way, and I can't say 'yes' until I have had a chance to see what all this might lead to."

"Very well," assented the minister. "I will drop in later." He then added further reasons that seemed to him just in making his request. After he had left, Paul discussed the matter with Mrs. Cantry, whose good sense was more evident every day, and later in the afternoon he telephoned Mr. Penton for his opinion. After closing, he made a number of calculations and arrived at the opinion which he gave to Mr. Forthright when he dropped in a week later.

"I have decided that I am not able to make you any discount, Mr. Forthright," Paul said. "I have gone over the matter very thoroly. I know that it is true, as you say, that there has been a trade tradition allowing discounts to certain classes. I don't see the reasonableness of it, however. And after studying the situation very carefully, I realize that I cannot afford to offer a reduction. A discount of less than ten per cent would not mean anything. Now, let us see if I can safely give you or any other individual buyer a 10% discount. The 10% is going to come entirely from me; the landlord won't reduce his rent, nor Mrs. Cantry her salary; light, insurance, taxes, all remain the same. The 10% comes out of whatever net profit I myself make. Now, I will be very fortunate indeed to make 10% net on my total sales. Therefore, if I grant you a 10% discount, I will give to you probably every bit of net profit that I have a chance to make. I don't think that you would want me to do that, would you?"

"I think you are wrong," replied the minister, "and yet I can't help admiring the way you have prepared your case. You have made a wrong choice in your calling. You ought to be a lawyer."

"That's what my father always says," returned Paul, with a smile that took all possible sting out of his refusal.

"Look at it this way," the minister continued. "Your rent, pay-roll, light and other expenses go on just the same whether you get my business or not, so whatever profit you make on my order is additional."

"No," said Paul shaking his head, "that would apply equally to every transaction I handle, and if followed out would lead me to doing all my business at a loss on the theory that it was additional business and did not need to carry its share of overhead. No, Mr. Forthright, I cannot do it. I want your business and I want your good will, but I have gone over the whole thing from every angle, and my store will be strictly

one price, not only because that is the only just way to do business but because I am in no position to afford anything else."

It is but fair to Mr. Forthright to record that he took the refusal in the best of good part and in the end it is doubtful that he spent any less money at Paul Traynor's Bookstore than he would have spent had he been granted the requested concession. Certainly the definite stand taken did much for Paul, for in the months to come he was destined to hear many pleas for reduced prices for any number of reasons, but having declared against discounts, he boldly stood by his guns and seldom lost business by his firmness. He wrote to Mr. Kirkland about the matter and received a characteristic reply.

"Booksellers who give away their profits (none too large at best) are ragged-trousered philanthropists." This last in reference to a book once published by Stokes.

(To Be Continued)

English Book-Trade News

From Our London Correspondent

A LONDON paper interviewed the head of a well-known store as to its Christmas trade. He said it was "The best buying Christmas I've known."

Books and beads are two of the "best sellers" this Christmas.

Of John Masefield's poems 30,000 copies have been sold; Conrad's "The Rover" has vanished already in whole editions.

Few shops and bookstalls have any children's "annuals" left. Many stores had today only a score or so of children's books of any kind.

Presentation of an album to Alderman Keay at one of London's notable restaurants took place the other day. This recognition of Mr. Keay's great work for the establishment of the "net" system was recorded in the presence of the principal English booksellers. It was preceded by a luncheon. The presentation was made on behalf of the Associated Booksellers of Great Britain and Ireland by the President, Frank A. Denny. Charming things were said of Mr. Keay, who was presented with a valuable Persian rug. Mr. Keay was President of the Association for many years. Mr. Blackwell spoke in feeling

terms of the self-sacrificing work Mr. Keay had done for the Association and booksellers throughout Great Britain. Mr. Clay, President of the Publishers' Association, also spoke. Guests included Sir Frederick Macmillan, and the Chairman of the Publishers' Circle.

Next week is to be held the annual dinner of the International Association of Antiquarian Booksellers, when the President, Major G. B. Bowes, M.A., will be in the chair. Guests will include representatives from the Library Association, the Publishers' Association, the Associated Booksellers of Great Britain and Ireland, and the Society of Bookmen. The President for the ensuing year will be elected, and the President-elect is a man who is well known in America.

The First Edition Club will hold an exhibition in May of books printed by private presses and literary societies in this country and America. Another exhibition in December will be devoted to the exterior art of the book during five centuries, and will include specimens of the bindings from the earliest wood and stamped leather down to modern colored boards.

I am told that the book-trade is booming in France just now, says a writer in *John O'London's Weekly*. The price of novels is twice as high as it was before the war, and sales of twenty-five thousand copies are regarded as quite a commonplace. Twenty-five thousand copies here make a writer a best-seller. It must, of course, always be remembered in estimating the sales of French novels that they sell all over the Continent as well as in France. There are, as a matter of fact, more French books on Italian railway bookstalls than Italian books.

The following public lectures in the School of Librarianship are being held at University College: "The Library and the School" by Dr. E. A. Baker; "Illustration of Books" by T. G. Hill; "Some Library Methods" by Hilary Jenkinson; "Illuminated Manuscripts" by Major Davenport; "Printing Presses and Machinery From the Earliest Times and Their Influence on the Book and Newspaper" by R. A. Peddie; "Some Aspects of Book Distribution" by S. Hodgson, etc. Many of the lectures are illustrated by lantern slides.

In a recent example of Grand Richards's clever advertisements he says:

I cannot help being a little doubtful as to whether New York has not a more curious literary public than we have in this larger city. I think of Alexandria and Rome when I wish to find a comparison for the literary positions of New York and London. I have an idea—instinctive and based on no scholarship—that Alexandria was quicker to welcome some new thing.

It is constantly said that there is no money about, but those romantic people who collect, or study, the rare porcelains of China have apparently no lack of the wherewithal to pursue their hobby, according to a well known country daily. Even the books that deal with it—books too expensive for ordinary buyers—are quickly snapped up and carried to a premium. It is only eighteen months since "The Early Ceramic Wares of China" was published at three guineas, and already there is a copy exposed for sale at six guineas. Its successor, "The Art of the Chinese Potter," was published about a week ago at seven guineas in an edition limited to 1,500 copies. Eleven hundred of them were subscribed in advance, and the balance is dwindling very rapidly. It is small wonder that collectors are eager for such books. An older work on the same subject by

Gorer and Blacker which has come to be regarded as a classic, tho its authority has been questioned on some points, cost originally ten guineas. On the rare occasions when a copy comes into the market the dealers ask, and obtain, fifty guineas for it even in these allegedly impecunious days.

Stanley Paul & Company have gone to 8 Endsleigh Gardens, Upper Woburn Place, W. C. 1. Publishers are beginning to like the district. Mr. Cape is at 11 Gower Street, from which Messrs. Allen & Unwin and Ginn & Company are not far away. Perhaps it is the British Museum which attracts them.

Women's National Book Association

THE annual dinner of the Women's National Book Association will be held on March 6 at the Hotel McAlpin. One of the outstanding speakers at the dinner will be George Gordon Battle.

Unusual Window Display

A WINDOW display on unusual lines was arranged for Dutton's Fifth Ave. store a short time ago by Emma McGrayne. The book was a romance of the French Revolution, "The Chevalier de Boufflers," by Nesta Webster. It is based upon the charming letters, especially love letters, left by the Chevalier. The window display consisted of three framed typewritten ads, each on a different color paper, in different inks, each with a different theme, with piles of old letters in the foreground, and piles of the book itself in the background. The typewritten ads, because they were different from the ordinary sign, attracted some very interested window browsers.

Max Reinhardt to be Film Director

THE Cosmopolitan Corporation announced recently that it had engaged Max Reinhardt, the German director whose great stage production, "The Miracle," is at the Century Theatre, to direct Marion Davies in a series of motion pictures for five years.

It is said that Mr. Reinhardt's salary will be one of the largest ever paid to a film director. He is to devote twelve weeks of each year to the supervision of the productions. The negotiations were conducted by William R. Hearst, who was much impressed by "The Miracle." He will begin his new duties soon after Miss Davies has finished acting in "Janice Meredith."

The Frontier Woman

Fifth of the "Chronicles of America" Pictures

THE fifth of the "Chronicles of America" motion pictures released by the Yale University Press is entitled "The Frontier Woman." It makes a deep impression on the modern spectator of the trials and problems of a mother in a typical Tennessee community in 1781. The battle of King's Mountain, in which the back-woodsmen rallied to the Revolutionary cause, makes one of the most interesting parts of the film, but the attention of the audience is concentrated chiefly upon the distress and sufferings of those whom they had left at home. The sinister activity of the North Carolina Tories is graphically presented and the frightfulness of Major Patrick Ferguson who commanded them in the field. The scene of the action is, of course, the southern Appalachians and the director, Mr. Webster Campbell, has selected some very beautiful back-grounds, if that word may be used to describe the scenery which seems so intimately a part of the drama. The play was written by Dr. Nathaniel Wright Stephenson, whose recent biography of "Abraham Lincoln" has been so



THE FRONTIER WOMAN

AFTER COMPLETING THEIR EVENING TASK OF DRAWING WATER FROM A NEARBY SPRING, MARGARET JOHNSTON AND HER COMPANIONS RETURN TO THE WATAUGA STOCKADE, WHICH IS GARRISONED FOR THE MOST PART BY OLD MEN AND BOYS, JUST IN TIME TO JOIN THE PRAYER SERVICE CONDUCTED BY THE REV. MR. DOAK FOR THE ABSENT FIGHTING MEN.

widely popular.

It should stimulate interest wherever it is shown in the American Revolution in its frontier aspect.

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The best book on the battle of King's Mountain, which figures very prominently in this film, is L. C. Draper's "King's Mountain and Its Heroes," but it was published by P. G. Thompson of Cincinnati, long ago and is out of print. It would be found in the larger libraries.

WITH a book, and easy
chair and fire
Tho storm and wind beat on
the glass
I travel far in time and space
While the cosy hours pass.

Traveler or Stay-at-Home

THE friend who has jour-
neyed will value a book
About distant countries and
seas;
While a book of good travel
quite equally well
The stay-at-home reader will
please.

All Aboard!

DO you long to go a-jaut-
ing
To some foreign land or
clime?
Why not take the trip by
book-route?
You can start most any
time.

VERSES WHICH THE BOOKSELLER CAN USE TO GRACE HIS DISPLAY OF TRAVEL BOOKS.

The Grolier Club's 40th Anniversary

A Fine Exhibit of Bookmaking Open to the Public

ON January 24th, the Grolier Club celebrated, at its beautiful club house on Sixtieth Street, New York, its fortieth anniversary, and the occasion was marked by the opening of an exhibit showing the history of fine bookmaking in the United States during that period. President H. W. Kent, in an interesting historical address, told the story of the forty years and of the club's beginnings with but a few members tho with the same idealistic program as is now maintained.

The Club has done more than any other agency to stimulate American interest in fine printing. It has collected a notable library in the field, both examples of printing and the literature of printing and book-making. Besides this, the volumes it has from year to year published under its own imprint have been stimulating examples in the field of book manufacture. These publications are issued only to members and

in numbers to cover the advance subscriptions. When copies of these come into the auction market, they inevitably bring high prices and some titles, especially those which have to do with printing and book-making, are among the rarest of auction items.

During the evening, three sets of extra illustrations for the club's edition of "The Culprit Fay," which the Club has just issued and which has been printed by The Gillis Press, were auctioned off and brought from \$75 to \$85. The Club is having a series of books made, each one by an outstanding American printer. One of the books in this series is to be "Champfleury" by Geoffrey Tory, which Bruce Rogers is doing.

The exhibit of books which is now open to the public thru the courtesy of the Club is worth careful study by the student of printing or by anyone interested in book

manufacture. In the first case is found Pyle's "Robin Hood," 1883, which W. M. Ivins, Jr., pointed out, in his opening speech on the subject of the exhibit, was the earliest example of the use of heavy black lettering and illustration in book design in this country. In the same case are found examples of W. H. Gibson's illustrated work and that of Will H. Low as well as the book with which the Grolier Club began its publishing, "A Decree of the Star Chamber Concerning Printing, July 11th, 1637."

From year to year, the exhibit traces the developing ideals in American book-making thru the period of the French influence and vignettéd borders, thru the period of the Morris influence, "The Altar Book" of the Merrymount Press, the early books of Copeland and Day, directed by Bertrand Goodhue, the architect, a pioneer work in type design and book decoration.

There are naturally many examples from the press of Theodore M. DeVinne, one of the founders of the Club and leader in typographical progress for so many decades. There are many examples from the Gillis Press, which has done so much of the Club work; also, from the Merrymount Press, showing D. B. Updike's consistent taste and dignity; from the Riverside Press, with Bruce Rogers's great contributions; from the press of William E. Rudge; and so up to the current year.

The Club's membership has always been complete and with a waiting list, and it is now increasing its non-resident members. The library has grown from many voluntary contributions from members, but President Kent made an appeal for funds to provide further accession. The access to these books has always been made easy to anyone studying in the field.

A Book Award 150 Years Old

BENJAMIN FRANKLIN, while representing the American colonies in England, established a fund of one hundred pounds in custody of the Society of Friends. The fund was to be held, with accumulations for a period of not less than one hundred and fifty years. Thereafter awards were to be made from time to time for the most valuable contributions to science, either manuscript or in published form, on the subject of cures, but particularly in relation to surgery and the nervous system.

Announcement has recently been made of the first awards from this fund. The major award of £2,500 was given to Pierson W.

Banning for his "Mental and Spiritual Healing; All Schools and Methods; A Text Book for Physicians and Metaphysicians" published by the International Book Concern. £1,000 was awarded to the late Charles P. Steinmetz for his privately printed treatise, "The Nervous System as a Conductor of Electrical Energy." A minor award of £500 was given Fusakichi Omori for an unpublished treatise, "The Rotary Knife in Surgery." The Trustees will republish the treatises.

An Uncorrected Galley

HIS FIRST TRIP

As the parting instructions were being given, the fresh young salesman picked up his grip and started on his initial trip. "Good luck to you," said his chief; "wire us important news."

The following day this message was received: "Reached here safely, good room with bath, feeling fine."

The manager wired back: "So glad, love and kisses, good-by."—*Forbes*.

VERY LIKELY

Possibly new story, relayed by Lewis E. Gensler:

First Traveling Man: "Didn't I meet you in Buffalo?"

Second T. M.: "No. Never been in Buffalo."

First T. M.: "Me neither. I guess it must have been a couple of other fellows."

—*New York World*.

A REVISED COUPLET

The rubbish that men write lives after them,
The good is oft interred with their tomes.

KEITH PRESTON.

In Chicago *Daily News*.

THIS LIT'RY LIFE

To-day our "Author-Lovers" tea,
To-night the "Friends of Poetry,"
To-morrow with "The Friends of Reading"—

It's great to be a spirit leading
In all things lit'ry in our town.

But still I wish I could cut down
And find a little time to look
At current magazine or book.

It's queer to be a lit'ry light
And have no time to read or write.

—Keith Preston in the Chicago *Daily News*.

Obituary Notes

WOODROW WILSON

WOODROW WILSON, twenty-eighth President of the United States, died at 11.15 o'clock on the morning of February 3rd at his home in Washington. He was born on December 28, 1856, at Stanton, Virginia. After graduating from Princeton University Wilson entered the Law School of the University of Virginia. Ill health compelled him to complete his legal study at home. In 1883 he entered the graduate school of John Hopkins University as a fellow and student in history and political science. In 1885 he became an associate professor of history and political economy at Bryn Mawr. After three years at Bryn Mawr there followed two years at Wesleyan as professor of history and political economy. Wilson then took the chair of jurisprudence at Princeton. There he served twelve years as a professor and eight more as president. When he was elected Governor of New Jersey in 1910 the people of the country knew very little concerning Woodrow Wilson, tho for many years he had been establishing thru his lectures, addresses, articles, and books a firm reputation as an historian, political economist, and reform advocate. His victory in the New Jersey elections, in a state strongly Republican, first brought him forward into national politics. There followed his nomination in 1912, his election and Presidency from 1913 to 1921, one of the most critical periods in American history.

Aside from Wilson's state papers, lectures, and collections of speeches and addresses his published works are "Congressional Government," 1885; "The State—Elements of Historical and Practical Government," 1889; "Division and Reunion, 1829-1889," 1893; "An Old Master and Other Political Essays," 1893; "George Washington," 1897; "A History of the American People," 1902; "Constitutional Government In the United States," 1908; "The New Freedom," 1913; "When A Man Comes To Himself," 1915; "On Being Human," 1916, and "The Road Away from Revolution," 1923.

There has been a vast amount of ephemeral information and opinion about Wilson published but there are available also a number of more permanent works. Some of the most important and valuable are: "Woodrow Wilson and His Work" by W. E. Dodd, "Woodrow Wilson and the World Settlement," 3 vols., by R. S. Baker, "Woodrow Wilson As I Know Him" by J. P. Tumulty, "What Wilson Did at Paris"

by R. S. Baker, Creel's "War, The World, and Wilson," A. M. Low's "Woodrow Wilson: An Interpretation," "Wilson Administration and the Great War" by E. W. Young, "President Wilson: His Problems and His Policy" by H. W. Harris, and B. W. Hale's "Woodrow Wilson: The Story of His Life."

THOMAS D. HURST

THOMAS D. HURST, founder of the firm of Hurst & Company, died at his home in Brooklyn, February 2nd, in his eighty-first year. He was born in England in 1843. In his early business life he was an electrotypist, having established the business which he eventually sold to F. A. Ringler, one of his employees. In 1871, he started as a publisher and bookseller in Nassau Street, specializing in cheap editions of standard works of which he was one of the pioneers. This line he built up to important dimensions, and when the Lovells, John D. and Frank, formed the United States Book Company, he leased his plates as did almost every other publisher of competitive editions to the new corporation on a royalty basis. When this organization failed, Mr. Hurst's plates reverted to their owner, and once again he became an active publisher. He also founded the Argyle Press for the printing and binding of edition work, and this concern did the manufacturing of the famous pirated reprint of the "Encyclopedia Britannica" made by Henry G. Allen and associates. The Argyle Press was finally sold to H. Wolff in 1893. With him his two sons, George D. and Richard, were associated for many years.

MARTHA FOOTE CROW

MARTHA FOOTE CROW, author and educator, died on January 1 at the home of Mrs. William Vaughn Moody of Chicago. She was a graduate of Syracuse University, belonged to Phi Beta Kappa and many other societies. After the death of her husband she taught literature in Grinnell, Wellesley and Northwestern Universities and was for some years assistant professor of English in Chicago University. More lately she had lived in New York City, writing and lecturing, and teaching classes in literature. Mrs. Crow was the author of "Elizabethan Sonnet Cycles," (four vols.), 1896; "The World Above," 1905; "Harriet Beecher Stowe, a Biography," 1913; "The American Country Girl," 1915; "Lafayette," 1916; and "Christ in the Poetry of Today," an anthology.

Spring Lines of the Publishers and Some of the Men Who Will Show Them

INFORMATION FOR THE TRADE AS TO THE TERRITORY COVERED BY THE TRAVELERS OF WHOM IT HAS BEEN POSSIBLE TO COLLECT DATA, WITH SHORT SKETCHES OF SOME OF THEM AND A BRIEF DESCRIPTION OF THE NEW PUBLICATIONS CARRIED.

The Abingdon Press

Travelers:

- RICHARD G. FARRELL (New York and vicinity, Atlantic Coast, except New England).
 HAROLD J. NORTHCOTTE (Chicago, Central West, Southwest, and Northwest).
 HARRY F. KEISER (Michigan, Ohio and Indiana).
 MRS. BERT BETTS (California).
 JOHN J. RITT (Kentucky, Tennessee, Alabama, Louisiana, Georgia, and Mississippi).
 J. J. BAUER (Oregon, Washington and Idaho).

The six leading books on the Abingdon Press spring list are Bishop Francis J. McConnell's "Is God Limited?"; "The Epic of Earth," a spiritual interpretation of natural phenomena, by William L. Stidger; a volume of sermons, "Suburbs of Christianity," by Ralph W. Stockman, pastor of the Madison Avenue Methodist Episcopal Church, New York; "A Casket of Cameos," a volume of sermons by the Australian preacher, F. W. Boreham; Ralph Tyler Flewelling's "The Reason in Faith"; and Lynn Harold Hough's "Synthetic Christianity," from the Merrick Lectures delivered at Ohio Wesleyan University.

D. Appleton & Co.

Travelers:

- LEON WELKER (Southwest, South and part of the Middle West).
 B. F. CURRAN (Chicago, Kansas City, St. Louis, Indianapolis, Cincinnati and Detroit).
 GEORGE H. QUACKENBUSH (Rochester, Buffalo, Cleveland, Pittsburgh, Louisville, Milwaukee, Madison, Eau Claire, Duluth, Minneapolis, St. Paul, Dubuque and the Pacific Coast).
 WARD MCCLELLAND (New England, New York State, Pennsylvania and the Middle West).
 EMIL HEIKEL (Boston, Philadelphia and New York City).
 F. A. CLINCH, Sales Manager (Canada).

D. Appleton and Co.'s list for the spring of 1924 is larger than ever before for this



JOSEPH F. GREENE

President, Brotherhood of Commercial Travelers

Joseph F. Greene for a number of years the manager of the New York sales office of Little, Brown & Co., is the latest of the "younger set" to take the presidency of the Brotherhood. He is a good mixer and has a host of warm friends in the Metropolitan District. Many of the gentler sex in the business "just love" Joe Greene—and why not?

season of the year. Almost every class of books is represented. Besides the customary lines of fiction, popular science, sociology, business books, etc., the house will issue an unusual number of biographies, volumes of poetry, books on the drama, belles lettres, etc. One of the most important works on the list is a history of prehistoric man, "Human Origins," in two large volumes containing more than 400 illustrations. Another important book is a translation of "Ariel—The Life of Shelley" by André Maurois, which caused a sensation in France when it was published last year. Camille Flammarion's book, called "Haunted Houses," based upon investigations of 5600 ghost stories, is another leader. Dr. Felix Adler's Hibbert lectures, called "The Reconstruction of the Spiritual Ideal," and "Religion and the Mind of Today" by Joseph Alexander Leighton, are two religious books for the man in the street. An innovation in fiction publishing will be the appearance at one

time of four period novels by Edith Wharton, under the general title of "Old New York." These stories cover four phases of society life in New York beginning in the eighteenth-forties and ending at the time of "The Age of Innocence."

FICTION

The Laughing Rider. Laurie Y. Erskine.
The Red Beacon. Concha Espina.
Mother of Gold. Emerson Hough.
The Quenchless Light. Agnes C. Laut.
The Thirteenth Letter. Natalie Sumner Lincoln.
Shadows. Otto Rung.
There is a Tide. J. C. Snaith.
Surplus. Sylvia Stevenson.
Old New York; The Old Maid; New Year's Day; False Dawn; The Spark. Edith Wharton.



JAMES A. McCANN
Sales-Manager, Bobbs-Merrill Co.

James A. McCann, reenters the clan of sample room reservationists and will this year represent the house of Bobbs-Merrill Co. His recent adventures as a publisher and his knowledge of the trade as a salesman equips him finely for good work in his new connections as sales manager for his firm. He will cover the larger cities of the East.

NON-FICTION

The Life of Anne Boleyn. Philip W. Sargeant.
Sunlight and Song. Maria Jeritza.
Letters From a Senator's Wife. Frances Parkinson Keyes.
The Life of Sir William Crookes. E. E. Fournier D'Albe.
Ariel—The Life of Shelley. Andre Maurois.
Federal Income Taxes. E. E. Rossinore.
Principles of Importing. William Butterbough.
Ayuli. Laurence Binyon.
Echo De Paris. Laurence Housman.
The Prince. John Gwen.
Human Origins. G. G. McCurdy.
The History of the United States Army. W. A. Ganoe.
The Story of Early Chemistry. John M. Stillman.
Real Estate. Felix Isman.
Oxford Poetry for 1923.

The Atlantic Monthly Press

Travelers:

EDWARD J. FLYNN (Chicago and Middle West).
ELBERT B. DUNCAN (New England, New

York City, Washington, Philadelphia and Baltimore).

HUGH S. ELLIOTT (Western Coast).

JOE M. HERREN (Atlantic Text Books).

On the spring list of the Atlantic Monthly Press are "A Late Harvest," miscellaneous papers written between 80 and 90 by Charles W. Eliot; John Jay Chapman's "Letters and Religion"; "The Ship's Company" by Arthur Mason, the story of an unusual sea adventure; a fourth volume in the Little Garden Series, "Design in the Little Garden," by Fletcher Steele; and Smith's "Education Moves Ahead."

The Baker & Taylor Co.

Travelers:

GEORGE F. RITTENHOUSE.
WILLIAM S. McKEACHIE.
RICHARD MENDEL.
HARRY HASS.
PETER BARTHELENGH.
LESTER EGAN.
CORLANDT FITZSIMMONS.
BASIL G. BYRON.
FELIX J. SHORT.

The Baker & Taylor Co. will handle this spring, as trade sales agents, "The Vogue Book of Etiquette" which is now being prepared under the direction of the Condé Nast Company, publishers of *Vogue*, *Vanity Fair*, and other magazines of wide circulation.

"The Vogue Book of Etiquette" will be a work of high order, both editorially and from the standpoint of manufacture. It will be a complete and dignified treatment of present-day social customs and conventions. It will be made as an octavo volume of 570 pages, with decorations in color.

Barse & Hopkins

Travelers:

WILLIAM J. BARSE (New York City and Philadelphia).
JOHN H. HOPKINS (New York Central towns, Baltimore, Washington, Pittsburg, Kansas City; New York City and large cities in Canada).
WILLIAM HALDANE (The entire South, Pennsylvania, New York State, except Hudson River and New York Central towns and all principal cities as far west as burgh.)
SILVANUS H. VOSS (The Pacific Coast; all principal cities from Denver west).
MICHAEL S. MILL (The Middle West and Eastern Canada).
IRVING G. HOPKINS (New York City; Hudson River towns; New Jersey and New England states).

HARRY M. SNYDER (The Orient).

HORACE H. BARSE.

JOHN H. APELER.

Barse & Hopkins announce for this year, the new Robert W. Service novel, "The Roughneck"; "The Etiquette of Letter Writing" by Laura Thornborough; "The Sensible Life" by George Hamlin Fitch; "The Inexcusable Lie" by Harold R. Peat; a library and school edition of the "Men Who Found America" by F. W. Hutchinson and "The Measure of a Man" by Jamie Heron. Among the additional volumes added to their various Juvenile Series are "The Grip of the Game" in the Big League Series; "Mary Jane in Canada" in the Mary Jane Series; "Sunny Boy in the Far West"; "Polly's Reunion," The Polly Pendleton Series; "Camp Fire Boys at Silver Fox Farm"; "Elizabeth Ann's Sixth Cousin"; and "Yank Brown, Pitcher."

The Bobbs-Merrill Co.

Travelers:

JAMES A. McCANN (New York, New England, Philadelphia).

H. T. OLSEN (Chicago and Middle West).

HUGH S. ELLIOTT (Pacific Coast).

THOMAS R. COWARD (New York City and vicinity).

W. B. CODY (South and Middle West).

The Bobbs-Merrill Co. describes its spring list as follows: "When discouraged Boston moves to Los Angeles, as she does in Mark Lee Luther's 'The Boosters,' what happens? Ask Los Angeles, she knows. Romance dressed in white and carrying a bunch of 'Scarlet Iris' in her hand, is the way Vance Thompson says it with passion. Humor, that's all. But it's Birmingham's and labeled 'King Tommy.' You be the judge if Hugh Pendexter hasn't put the glow of the golden west into 'Old Misery.' Arthur Stringer's 'Empty Hands' are filled with sensation, and are ninety-nine and forty-four one-hundredths per cent pure. 'Mrs. Phelps' Husband,' Adriana Spadoni, is not the father of 'Prudence's Daughter,' Ethel Hueston, and there's a reason, but both are good to the last drop. And when it comes to non-fiction—Robert Forrest Wilson has made an A. P. news story out of Egypt three thousand years ago, 'The Living Pageant of the Nile.' Kenneth Roberts will open the country's eyes by 'Black Magic,' the story of what Mussolini did to Italy. And a delightful autobiography—Otis Skinner's 'Footlights and Sportlights.'"

Boni & Liveright

Travelers:

JULIAN MESSNER (large cities of the East).

BENNETT A. CERF (large cities of the East).

J. L. CROWDER (Chicago and Middle West).

DESMOND FITZGERALD (Pacific Coast).

JOHN L. WHITE (Middle Atlantic States and South).

JOHN S. CLAPP (New York).

On the Boni & Liveright spring list the leading novels are by Samuel Hopkins Adams, Rose Macaulay, Edgar Lee Mas-



BENNETT A. CERF

Representing Boni & Liveright

Bennett A. Cerf graduated from Columbia and the Pulitzer School of Journalism in 1919. For three years he was connected with a stock exchange house and was associated, also, with the *Tribune* and the *Magazine of Wall Street*. He came to the Boni & Liveright company last year, has been elected a director and is now its vice-president. He will get direct sales training by representing his house in New York City and along the Atlantic coast cities.

ters, John Cournos, Franz Molnar, and Geoffrey Moss. Notable non-fiction works include Young Boswell's accounts of "People You Know," Sherwin Cody's biography of Poe, a travel book by Cornelia Stratton Parker, Waldo Frank's analysis of some contemporaries, a work by Dr. Paul Kammerer, a volume containing three new plays by Eugene O'Neill, and Sutton Vane's current stage success, "Outward Bound."

FICTION

Siege. Samuel Hopkins Adams.
Told by an Idiot. Rose Macaulay.
Sayonara. John Paris.
Mirage. Edgar Lee Masters.
The New Candidate. John Cournos.
Rapture. Richmond Brooks Barrett.
The Hussy. Boine Grainger.
Thy Neighbor's Wife. Liam O'Flaherty.
Flames of Faith. Samuel Harden Church.
Other People's Lives. Henry Albert Phillips.
A Poet's Youth. Margaret L. Woods.
Husbands and Lovers. Franz Molnar.
Silbermann. Jacques De Lacretelle.

There Is Confusion. Jessie Redmon Fauset.
The Savage. Mikhail Artzybasheff.
With Benefit of Clergy. Florence Hackett.
Fraycar's Fist. Mary Heaton Vorse.
Defeat. Geoffrey Moss.
Guilt. Henry James Forman.

NON-FICTION

People You Know. Young Boswell.
Poe—Man, Poet and Creative Thinker. Sherwin Cody.
Ports and Happy Places. Cornelia Stratton Parker.
Salvos. Waldo Frank.
Moods of Earth and Sky. E. L. Grant Watson.
The First Time in History. Anna Louise Strong.
These United States. Edited by Ernest Gruening.
Culture and Democracy in the United States. Horace M. Kallen.
The Logic of Conduct. James Mackaye.
Crystallizing Public Opinion. Edward L. Bernays.
The Personal Relation in Industry. John D. Rockefeller, Jr.
The Inheritance of Acquired Characteristics. Paul Kammerer.
Peculiarities of Behavior. William Stekel.
Rebellion in Labor Unions. Sylvia Kopald.
The Common Sense of Music. Sigmund Spaeth.
The Fountain: Welded: All God's Chillun Got Wings. Eugene O'Neill.
Outward Bound. Sutton Vane.
The Creative Life. Ludwig Lewisohn.
The People's Corporation. King C. Gillette.
A Primer of Modern Art. Sheldon Cheney.
The Le Gallienne Anthology of American Poetry.
The Lowry Road. L. A. A. Strong.
The Crimson Cloak. Lois Seyster Montross.
Black Babylon. Dorothy Dow.

Brentano's

Travelers:

JOHN T. WITSIL (East).
EDWARD B. PARTRIDGE (Middle West).
FRANK A. COOMBS (West, Pacific Coast and South).

The spring list of Brentano publications includes a great variety of titles in all literary fields. Among those receiving special emphasis are Shaw's "Saint Joan," "Max Reinhardt, His Art and Achievement" edited by Oliver M. Sayler, Maximilian Harden's "Germany, France and England," and Marcel Prevost's "The Don Juanes."

FICTION

Prancing Nigger. Ronald Firbank.
The Don Juanes. Marcel Prevost.
The Dark Swan. Ernest Pascal.
Who Travels Alone. Graham Sutton.
The Gaol. Paul Bourget.
Undreamed of Shores. Frank Harris.
The Rolling Road. Boyd Cable.

NON-FICTION

Saint Joan. George Bernard Shaw.
Max Reinhardt, His Art and Achievement. Oliver M. Sayler.
Germany, France and England. Maximilian Harden.
Written in Friendship. Gerald Cumberland.
Psychoanalysis and Man's Unconscious Motives. André Tridon.
Boccaccio's Untold Tales, and nine other one-act plays. Harry Kemp.
Myself When Young. Alec Waugh.
The Story of Boxing. Trevor C. Wignall.
The Complete Mah Jong Player. Florence Irwin.
Memories of Horses and Men. William Allison.

A. L. Burt Co.

Travelers:

E. F. BURT (New York City, Brooklyn and Newark).
JOHN M. BURT (New York City, Brooklyn and Long Island).

THEODORE A. JASPER (Chicago, Pittsburgh and large cities of the Middle West).
CHARLES B. STEELE (South and Pacific Coast).

JOHN C. VOSE (New England, Philadelphia, Baltimore and Washington).

CLARENCE E. JORDAN (West and Northwest except Pacific Coast).

JAMES L. ROBERTS (Pennsylvania and New Jersey).

R. U. CARRUTHERS (Southwest).

JOHN R. HATFIELD (Ohio, Indiana, Illinois and West Virginia).

F. T. J. NUNAN (Territory covered by New York Central and Lake Shore Railroads and upper Michigan).

JOHN T. ELLINGWOOD (Southern States east of L. & N. Railroad).

GEORGE J. MCLEOD, LTD. (Canadian Agents).

Century Co.

Travelers:

JOHN F. WINTERS (Eastern States).

JOHN A. BELL (Middle West).

F. W. OWEN (Pacific Coast).

The Century Co.'s spring announcement contains these fiction leaders: "Gerald Cranston's Lady" by Gilbert Frankau, "Prophets Unawares" by Lucien Price, "Great Waters" by Vere Hutchinson, "High Road" by Janet Ramsay, Johan Bojer's "The Prisoner Who Sang," "The Gay Ones" by Charles Hanson Towne, Percy Marks's "The Plastic Age." Notable on the non-fiction list are: "In and Under Mexico" by Ralph McAllister Ingersoll, "2000 Miles Through Chile" by Earl Chapin May, Charles H. Lummis's "Mesa, Cañon and Pueblo," "Chats On Science" by E. E. Slosson, and "America's Place in the World" by Herbert Adams Gibbons.

FICTION

Gerald Cranston's Lady. Gilbert Frankau.
The Earl of Hell. Joseph Gray Kitchell.
The Lady of Pentlands. Elizabeth Jordan.
Prophets Unawares. Lucien Price.
Great Waters. Vere Hutchinson.
A Gentleman in Pajamas. Charles Neville Buck.
High Road. Janet Ramsay.
The Prisoner Who Sang. Johan Bojer.
The Gay Ones. Charles Hanson Towne.
The Plastic Age. Percy Marks.

NON-FICTION

In and Under Mexico. Ralph McAllister Ingersoll.
The Ethics of Opium. Ellen N. La Motte.
2000 Miles Through Chile. Earl Chapin May.
Mesa, Canon and Pueblo. Charles F. Lummis.
Camera Trails in Africa. Martin Johnson.
The Lake Superior Country. T. Morris Longstreth.
The Life of Henry Fowle Durant. Florence Morse Kingsley.
Chats on Science. E. E. Slosson.
More Wild Folk. Samuel Scoville, Jr.
To Lhasa in Disguise. William Montgomery McGovern.
Lead: The Precious Metal. O. C. Harn.
Better Days. Bruce Barton.
Pioneers of the Kindergarten in America.

Rural Social Problems. Charles Josiah Galpin.
The Story of Copper. Watson Davis.
Conflict of Policies in Asia. Thomas F. Millard.
America's Place in the World. Herbert Adams Gibbons.
Mahatma Gandhi. Romain Rolland.
Furnishing the Little House. Ethel Davis Seal.
The Women of the Bible. Anne Russell Marble.

Edward J. Clode

Travelers:

W. W. BEARDSLEY (Principal cities).
FRANK COOMBS (Coast and South).

Featured Clode publications are: two new detective stories, "The White Streak" by Sinclair Gluck, and "The Trail of the Squid" by Harvey Wickham.

Congregational Publishing Society

Travelers:

HUGH ELLIOTT (Pacific Coast, South West).
MR. KENDALL (W. A. Wilde Company);
New England, New York, Pennsylvania,
Canada, Virginia.
W. J. SANFORD (W. A. Wilde Company);
Middle West and South.

The Congregational Publishing Society has as a spring leader "Science and Life" by Professor Robert S. Millikan, winner of the 1923 Nobel prize in physics. Three other featured publications are "The Larger Faith" by Dean Charles R. Brown, "Seeing Straight in the Sunday School" by George E. Huntley, and "Child Types and the Changing Child" by Frances Weld Danielson.

Cosmopolitan Book Corporation

Travelers:

LEON B. ARCHER.
J. J. BELL.
H. C. KINSEY.
JAMES V. MALLOY.
COPP CLARK Co., LTD., Toronto (Sole Canadian agents).

HARRY M. SNYDER (The Orient).

The spring books which will be featured by the Cosmopolitan Book Company are "The Coast of Folly" by Coningsby Dawson, "Tongues of Flame" by Peter Clark Macfarlane, and "White Light Nights" by O. O. McIntyre.

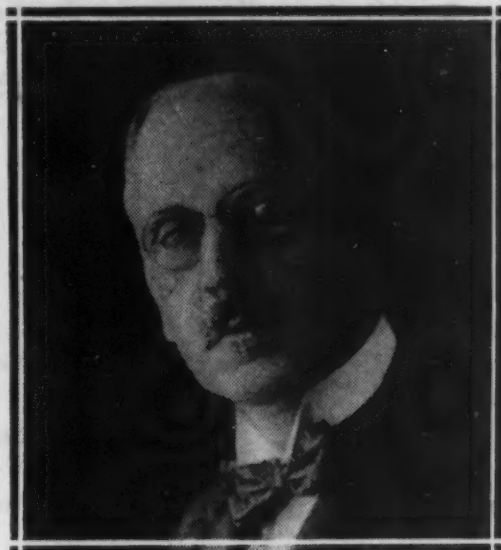
The Thomas Y. Crowell Co.

Travelers:

GEORGE R. HOBBY (New York City, Philadelphia, Chicago, Buffalo, Rochester, Detroit, and Pacific Coast).
FRANK C. DIXON (New England, New York State, Toronto, Montreal, Baltimore, Washington, St. Louis and the South).

ERNEST J. BRUCE (Pennsylvania, New Jersey, Middle States, St. Paul and Minneapolis).

The Thomas Y. Crowell Co. has a representative list of spring publications totaling some twenty titles, among which leaders are: "The Everyday Bible" by Charles



A. T. CHAPMAN

President of the Canadian Booksellers Association

A. T. Chapman, the well-known bookseller of Montreal, has been in business nearly thirty years. He was born and educated in England and soon after coming to Canada he accepted a position with the Foster Brown Co., also of Montreal. He is deeply interested in trade conditions and keenly alive to every move for stability and progress.

M. Sheldon, whose "In His Steps" sold over twenty million copies; "The Game of Ma Chiang" (Mah Jong) by the authority, Emily S. Warren; Harold J. Barrett offers a book of fiction, "Patricia's Awakening"; "The London Adventures of Mr. Collin" is the third book of fiction by the well-known Swedish author, Frank Heller; "Food and Health" by Inez N. McFee, a treatise on how to keep well, and at the same time, how to dine well; and a new edition of A. Frederick Collins' "The Radio Amateur's Handbook" with additional material by Maurice H. Muhleman, editor of the *Radio News*.

The Cupples & Leon Co.

Travelers:

M. F. GALLON (Large cities and New England).
C. W. WALLACE (Middle West and New York State).
GEORGE F. ROSS (Middle West, Pennsylvania and Ohio).
CHARLES S. STONE (South and South West).

H. M. CALDWELL (Pacific Coast).
WALTER T. LEON (New York City).
WALTER G. DEWITT (New York City).

The Cupples & Leon Co. is adding titles to many of its popular series books for boys and girls. Edmond About's "King of the Mountain" and "Rainbow Hill," by Josephine Lawrence, will be published. Dean's Patent Rag Books will again be supplied to the trade by the Cupples & Leon Co. New titles will be published in the following series:

Baseball Joe.	Ruth Fielding.
Motor Boys.	Betty Gordon.
Boy Ranchers.	Radio Girls.
Dorothy Dale.	Curlytops.

Dodd, Mead & Co.

Travelers:

HOWARD C. LEWIS (Sales manager: New York, Boston and Philadelphia).
J. RUSSELL LEWIS (New York, Chicago and Midwestern cities).
RAYMOND T. BOND (New England, Pacific Coast and Southwest).
GEORGE W. JONES, JR. (South and Midwestern cities).
HARRY M. SNYDER (Representative in the Orient).

Dodd, Mead & Co. announce their appointment as distributing agents to the trade for "The New Butterick Cook Book." Authors of note on this spring's list are Archibald Marshall, Burton E. Stevenson, Alice Duer Miller, Berta Ruck, Anatole France and Dr. Lulu Hunt Peters.

FICTION

Fidelia. Edwin Balmer.
The Snob. Helen R. Martin.
The Education of Anthony Dare. Archibald Marshall.
The House by the Road. Charles J. Dutton.
The Trail Rider. George W. Ogden.
The Storm Center. Burton E. Stevenson.
Are Parents People? Alice Duer Miller.
The Leap-Year Girl. Berta Ruck.

NON-FICTION

Chinese Lanterns. Grace Thompson Seton.
Adventures in the Near East, 1918-1922. Lieut. Col. A. Rawlinson.
Woodrow Wilson. Roberts Edwards Quinn.
The Latin Genius and On Life and Letters. Anatole France.
Diet for Children. Dr. Lulu Hunt Peters.

Dodge Publishing Co.

Travelers:

W. E. O'KANE (Chicago and the larger towns, Pittsburgh to Omaha, Minneapolis to St. Louis).
W. J. SCHWARZ (The South, New York State, Boston, and other New England towns).
WM. P. GLENNEY (The Pacific Coast, all

important towns west of El Paso, Denver and Butte; and Pennsylvania and New York City).

LOUIS SOLOMON (Canada, smaller towns, Eastern states including Metropolitan district).

M. A. Donohue & Co.

Travelers:

ANDREW HAMMING (New York City, Eastern States).
S. S. DIAMOND (Pennsylvania and Ohio).
A. COHN (New England).
THOMAS ALLEN & J. M. MACLEAN (Canada).
E. F. BOEDECKER (Middle West).
H. B. NEMODE (South).
W. E. BLOCH (Pacific Coast).

George H. Doran Co.

Travelers:

J. W. CORRIGAN (New York, Boston and Philadelphia).
H. R. DRAKE (Chicago and Pacific Coast).
R. N. HAYS (Washington, Baltimore and larger cities of the Middle West).
E. H. ZIEGLER (New York and New England).
W. A. BRITTON (South and smaller cities of Middle West).

The lengthy list of Doran spring publications is lead by V. Sackville-West's "The Heir," Grant Overton's "The Thousand and First Night," "The Last Time" by Robert Hichens, "These Charming People" by Michael Arlen, Mary Roberts Rinehart's "The Buckled Bag," Lynn Montrose's "Half Gods," a volume of unusual detective stories by Ernest Bramah, and Compton Mackenzie's "Parson's Progress." On the non-fiction list are featured a critical diagnosis by Joseph Collins, Charles Hitchcock's Sherrill's "The Purple or The Red," a tramping book by Charles S. Stoddard, "France and the Peace of Europe" by Kirby Page, "Essays on Poetry" by J. C. Squire, and "An Outline of the British Labor Movement" by Paul Blanshard.

FICTION

The Barbarian Lover. Margaret Pedler.
The Heir. V. Sackville-West.
Visible and Invisible. E. F. Benson.
A. O. Banabooth. Valery Larbaud.
Lustres. Anne and Dillwyn Parrish.
Pandora Lifts the Lid. Christopher Morley and Don Marquis.
The Last Time. Robert Hichens.
Pink Sugar. Anna Buchan.
Treve. Albert Payson Terhune.
The Perfect Wife. Phyllis Bottome.
These Charming People. Michael Arlen.
The Valley of Headstrong Men. J. S. Fletcher.
Damascus Gate. Ernest Raymond.
Leave It to Psmith. P. G. Wodehouse.

The Thousand and First Night. Grant Overton.
 Good Hunting. Norman Davey.
 The Million Dollar Doll. A. M. Williamson.
 Hetty Geybert. George Herman.
 Advisory Ben. E. V. Lucas.
 The Buckled Bag. Mary Roberts Rinehart.
 The Honourable Jim. Baroness Orczy.
 Pam at Fifty. Baroness von Hutten.
 Half-Gods. Lynn Montrose.
 Heirs Apparent. Philip Gibbs.
 Epithalamium. Jacques Chardonne.
 The Eyes of Max Carrados. Ernest Bramah.
 Parson's Progress. Compton Mackenzie.
 The Saint of the Speedway. Ridgwell Cullum.
 The Dinner Club. H. C. McNeile.
 The Locked Book. Frank L. Packard.
 The Magic Midland. Harold Waldo.

NON-FICTION

With Lawrence in Arabia. Lowell Thomas.
 A Modern Mystery Merchant. Carl Hertz.
 Now That I'm Fifty. Albert Payson Terhune.
 Shank's Mare. Charles S. Stoddard.
 The Problem of the Obelisks. R. Engelbach.
 The South American Tour. Annie S. Peck.
 The Quakers in Peace and War. Margaret E. Hirst.
 Red Bear or Lion Dragon. Marguerite Harrison.
 Right Off the Chest. Nellie Revell.
 Realities and Shams. L. P. Jacks.
 France and the Peace of Europe. Kirby Page.
 An Ambassador's Memoirs. Maurice Paleologue.
 Essays on Poetry. J. C. Squire.
 Unconventional Memories. Ralph Nevil.
 Representative Government in Industry. James Myers.
 The Romans in Britain. Sir Bertram C. A. Windle.
 An Outline of the British Labor Movement. Paul Blanshard.
 A Story Teller. W. Pett Ridge.
 War, Its Causes, Consequences and Cure. Kirby Page.
 The Sands of Time. Walter Sichel.
 The Mechanism and Physiology of Sex Determination. Richard Goldsmith.
 Tutankhamen and Other Essays. Arthur Weigall.
 Insanity and the Criminal. John C. Goodwin.
 Cobb's America Guyed Book. Irvin S. Cobb.
 Twelve Tests of Character. Harry Emerson Fosdick.
 The Doctor Looks Again. Joseph Collins.
 The Purple or the Red. Charles Hitchcock Sherrill.

Dorrance & Co.

Travelers:

D. G. BAIRD.

WILLIAM H. DORRANCE

Dorrance & Co. offer among their spring books: "Plupy and Old J. Albert" by Judge Henry A. Shute, author of "The Real Diary of a Real Boy," etc.; "Phryne," Frederic Arnold Kummer's latest work; "Venus," a romance of interworld communication, by Rena Oldfield Pettersen; "The Three Stages of Clarinda Thorbald," a thinking woman's reactions to her artificially conventional surroundings, by William T. Hamilton, Jr.; and "Your Business and Mine," economics for the average citizen, by John I. Stafford.

FICTION

Plupy and Old J. Albert. Henry A. Shute.
 Behind the Scenes of Destiny. James Semple Cahill, M.D.
 The Longdens. D. R. Compton.
 Peter Burling, Pirate. Arthur P. Bagby.
 The Redemption of Black Rock Ranch. Clyde W. Hightower.
 Sin. J. George T. Grant, D.D.
 The Three Stages of Clarinda Thorbald. William T. Hamilton, Jr.
 Venus. Rena Oldfield Pettersen.

NON-FICTION

Phryne. Frederic Arnold Kummer.
 Your Business and Mine. John I. Stafford.
 First Lyrics. Arthur Hodges.

Doubleday, Page & Co.

Travelers:

F. C. HENRY (Sales manager, trade dept.).
 J. J. SMITH (Pacific Coast and large cities of the Middle West).
 W. P. GOUBEAUD (Washington, Baltimore and the South).



RAYMOND T. BOND

Representing Dodd, Mead & Co.

Raymond T. Bond, after his college course taught English in High Schools for several years. In the Great War he enlisted in the Army attaining the rank of First Lieutenant in the Air Service. Returning home he clerked it in several of the Doubleday, Page Book Shops for two years and until he joined Dodd, Mead & Co.'s traveling force in 1922.

G. V. SEIFFERT (New York, Boston and Philadelphia).

J. W. MCKAY (East and West North Central States).

W. T. HOPKINS (New England and Middle Atlantic States).

J. B. POST (New York City).

Booth Tarkington's "The Midlander" is the most notable of the several important novels on the Doubleday, Page spring list. The other fiction leaders are Clarence E. Mulford's "Rustlers' Valley," "So Big" by Edna Ferber, William MacLeod Raine's "The Desert's Price," "The Callahans and the Murphys" by Kathleen Norris, William McFee's "Race," Don Marquis's "The Old Soak's History of the World," and "C," a two-volume novel by Maurice Baring. The outstanding non-fiction publications include "The Letters of Jane Welsh Carlyle," William C. Redfield's "With Congress and Cabinet," three travel volumes by Frank G. Carpenter, and four new children's books.

FICTION

The Midlander. Booth Tarkington.
 So Big. Edna Ferber.
 A Hind Let Loose. C. E. Montague.
 O. Henry Memorial Award Prize Stories for 1923.
 The Callahans and the Murphys. Kathleen Norris.
 Race. William McFee.
 C. Maurice Baring.
 Galloping Dawns. Arthur Tuckerman.
 A Prince of Malaya. Sir Hugh Clifford.



GRACE F. GHOLSON

Golden Lantern Book Shop, Minneapolis

Mrs. Gholson is a dynamic personage. Her career before settling down as a bookseller in Minneapolis was one of ceaseless activity. As general secretary of the Y. W. C. A. of Joplin, Mo., her administration term was marked by welfare work of the highest importance. In Chicago, ten years ago, she held the important post of Chief Adjuster in one of the great department stores. Finally her love of books and reading led to bookselling and now in her own shop she brings into play a wide knowledge of real work and successful management.

Rustlers' Valley. Clarence E. Mulford.
 The Desert's Price. William MacLeod Raine.
 When Geronimo Rode. Forrestine C. Hooker.
 The Sands of Oro. Beatrice Grimshaw.
 Brood of the Witch Queen. Sax Rohmer.
 Heu-Heu or the Monster. H. Rider Haggard.
 The Red Lodge. Victor Bridges.
 The Double House. Elizabeth Dejeans.
 The Riddle of the Amber Ship. Mary E. & Thomas W. Hanshaw.
 Thou Shalt Not Kill. Mrs. Belloc Lowndes.
 Mr. Row. D. K. Broster.

NON-FICTION

Pierre Loti. Notes of my Youth.
 Ironicus. Viscount Esher.
 With Congress and Cabinet. William C. Redfield.
 Through Thirty Years. Wickham Steed.
 The Letters of Jane Welsh Carlyle.
 Mr. Archer. U. S. A. R. H. Platt, Jr.
 The Man About Town. A. P. Herbert.
 Mexico. Frank G. Carpenter.
 Australia, New Zealand and Some Islands of the South Seas. Frank G. Carpenter.
 Canada. Frank G. Carpenter.
 A Vision of Morocco. V. C. Scott O'Connor.
 The Lure of Monte Carlo. C. N. & A. M. Williamson.
 Days Off in Dixie. Archibald Rutledge.
 Vikings of the Ice. George Allan England.

Frederick J. Drake & Co.

Travelers:

L. B. VAUGHAN.
 P. C. DONALDSON.

Duffield & Co.

Travelers:

FRANCIS J. SLOANE (New England and Central West).

WALLACE WACHOB (Pacific Coast).

The spring fiction publications of Duffield & Co. include "The Heights," a novel by the English writer, Marguerite Bryant, and "The Shirt of Flame" by Holidé Edib Hanum, the first woman to hold an official post in a Turkish Cabinet. Three non-fiction leaders are William E. Borah's "American Problems," "Smugglers and Smuggling" by A. Hyatt Verrill, and William Gerhardt's critical study, "Anton Chehov."

FICTION

The Heights. Marguerite Bryant.
 The Shirt of Flame. Holidé Edib Hanum.

NON-FICTION

The Long Walk of Samba Diouf. Jerome and Jean Tharaud.
 Speaking of the Turks. Mufty-Zade K. Zia Bey.
 My Life. Leo Tolstoy.
 American Problems. William E. Borah.
 President Calvin Coolidge. Horace Green.
 Smugglers and Smuggling. A. Hyatt Verrill.
 Anton Chehov. William Gerhardt.
 Gardening by Myself. Anna Warner.
 The Economics of Freedom. David Atkins.

E. P. Dutton & Co.

Travelers:

EDGAR W. PORTER (Large cities of the Middle West and Pacific Coast).

MORTIMER DOUGLASS (South and New England).

C. G. GIFFEN (New York City, Philadelphia and Boston).

The Dutton preliminary announcement of early spring books emphasizes especially the new book by Ferdinand Ossendowski, author of "Beasts, Men and Gods." The new book, "Man and Mystery in Asia," is equally entertaining. There is also an important book by Frederick Pierce, "Mobilizing the Mid-Brain." The fiction list has new novels by Francis Brett-Young, Garett Garrett, Bennet Copplestone, H. C. Bailey and Dane Coolidge.

FICTION

Wood Smoke. Francis Brett-Young.
 The Hoarding. John Owen.
 Somewhere At Sea. John Fleming Wilson.
 The Diversions of Dawson. Bennet Copplestone.
 Satan's Bushel. Garett Garrett.
 Mr. Fortune's Practice. H. C. Bailey.
 The Scalp-Lock. Dane Coolidge.
 The Man from God's Country. Margaret Prescott Montague.
 The Red Gods. Jean D'Esme.

NON-FICTION

Each in His Own Way and Other Plays. Luigi Pirandello.
 Man and Mystery in Asia. Ferdinand Ossendowski.
 Episodes Before Thirty. Algernon Blackwood.
 Mobilizing the Mid-Brain. Frederick Pierce.
 The Foreign Policies of Soviet Russia. A. P. Dennis.
 My Duel With the Vatican. Alfred Loisy.
 Portable Lamps and Their Uses. M. Luckiesh.

Funk & Wagnalls Co.*Travelers:*

- L. H. BATTLE (Arkansas, Louisiana, Mississippi, Alabama).
 G. H. BEEBE (Washington, Oregon, Idaho, Montana, Wyoming).
 FREDERICK A. CARLON (Eastern New York).
 G. J. CORBETT (New England States).
 L. D. CORBITT (Florida, Georgia, North Carolina, South Carolina).
 A. J. CROWLEY (Western New York).
 JOHN L. DAY (Eastern Ohio).
 PAUL R. ELDRIDGE (Greater New York, New Jersey).
 R. A. FETTERMAN (Western Pennsylvania).
 WILLIAM S. GRANLEES (Eastern Pennsylvania, Delaware, Maryland, Washington, D. C.).
 W. H. HITECHEW (Oklahoma, Texas).
 SCARTH INGLIS (Michigan).
 R. E. JONES (Wisconsin).
 H. H. LANSING (Western Ohio).
 A. I. LEWIS (Minnesota, North Dakota, South Dakota).
 TH. E. McDONNELL (Nebraska, Colorado, Missouri).
 I. E. McLAREN (California, Nevada, Utah, Arizona, New Mexico).
 B. F. MARTIN (Kansas).
 H. E. PAFFORD (Virginia, West Virginia, Kentucky, Tennessee).
 C. E. WAUDBY (Iowa).
 C. L. WILLIAMS (Illinois).
 G. H. ZAHN (Indiana).
 DAVID J. O'CONNELL (New York City, Boston, and all the large cities of the East and Middle West).

The features of the Funk & Wagnalls spring list will be a series of twenty popular-priced non-technical books on health edited by and published for The National Health Council, which is composed of the leading health organizations of the country. The leading authors of the individual volumes are themselves members of the Council and are authorities on the subjects upon which they write. "Reconstruction," by James D. Whelpley, is a volume discussing economic and other problems that every business man must be thoroly conversant with. "The Real John Burroughs," by Wm. Sloane Kennedy, is an appraisal of America's beloved naturalist by a man who knew him intimately. Wm. Sloane Kennedy is well known as an editor and writer and in this volume handles his subject in an unusually interesting manner.

Samuel Gabriel Sons & Co.*Travelers:*

- J. SIDNEY ADAMS (East).

- A. R. GABRIEL (Philadelphia, Baltimore and Washington).
 B. A. GABRIEL (Middle West).
 MICHAEL LYONS (Middle West).
 CHARLES A. CONRATH (New York and Pennsylvania).
 CHARLES S. STONE (South).



MRS. M. E. TEETER

Buyer at Morris Sanford Co., Cedar Rapids, Iowa

Mrs. M. E. Teeter is bookish to her finger tips. For a number of years she has been a frequent speaker on books and reading before clubs, parent associations and student groups, and she has translated her enthusiasm into the life of her town as is shown in the large sale of books in proportion to the number of its inhabitants.

WILLIAM M. CALDWELL (Pacific Coast).

Samuel Gabriel Sons & Co. are bringing out four new Juvenile books in boxes by Edna Groff Deihl. These new juveniles are "My Twin Kitties," "My Twin Puppies," "The Little Chick That Would Not Go to Bed," and "The Teddy Bear That Prowled at Night." In addition to these publications there will be issued a line of Wash Fabric Books to be sold at popular prices, of very high quality and also several titles of toy books line and a great many novelty books and games.

Charles E. Graham & Co.*Travelers:*

- C. E. GRAHAM (Canada).
 H. W. SULLY (Middle West).
 A. H. GRAHAM (New York and Pennsylvania).
 L. G. NOURSE (Pacific Coast).
 V. H. LOOPE (New York Office).
 C. PUGH (South and New England).

Charles E. Graham & Co. announce a new edition of picture books in large quarto board covers, "The Adventures of Uncle Wiggily," "The Bunny Rabbit Gentleman

with the *Twinkling Pink Nose*," and two titles of *Uncle Wiggily Painting Books*, and for late spring delivery an edition of 6 titles, making 18 titles in all, of the *Series of Uncle Wiggily Picture Books*. Other new titles are:

Punch's Book of Fun,	Story of Miss Moffet.
Monkey Jack's Picture Show.	Henny Penny.
Old Mother Hubbard.	Painting Play.
Animal A. B. C.	

Grosset & Dunlap

Spring additions to the Grosset & Dunlap *Popular Copyrights* and *Photoplay Editions* include "The Covered Wagon," Kyne's "The Pride of Palomar," Wilson's "Merton of the Movies," "The Rich Little Poor Boy," by Eleanor Gates, Louis Tracy's "The House of Peril," Burnett's "A Lady of Quality," Crawford's "In the Palace of the King," Hugo's "The Spanish Dancer," "Let No Man Put Asunder," by Basil King, Croy's "West of the Water Tower," "Ponjola," by Cynthia Stockley, Hough's "The Way of a Man," Julian Street's "Rita Coventry," Fletcher's "The Charing Cross Mystery," and Broun's "The Boy Grew Older."

C. S. Hammond & Co.

Travelers:

GEORGE M. DAVIS (West and South).
ROBERT S. HAMMOND (East).
JOHN STRNAD (Local).

Harcourt, Brace & Co.

Travelers:

JOHN DENISON CHASE (New York City and South).
GEORGE WILLIAM AMIS (Middle West and East).

The Harcourt spring list contains new novels by John Palmer and Violet Colquhoun Bell, a travel book by Frank V. Morley, an American Rhodes scholar, "Monetary Reform" by John Maynard Keynes, a book on country planning, an autobiography by H. W. Nevins, and "The Psychology of Reasoning" by Eugene Rignano.

FICTION

Blindness of Heart. Violet Colquhoun Bell.
Looking After Joan. John Palmer.
Jenny, the Joyous. Cornelia Stratton Parker.

NON-FICTION

Travels in East Anglia. Frank V. Morley.
The Mancroft Essays. Arthur Michael Samuels.
Monetary Reform. John Maynard Keynes.
A Theory of Social Economy. Gustav Cassell.
Henry George's Progress and Poverty. Authorized by Ann George De Mille.
Hearing. Robert Morris Ogden.
The Structure of the Atom. E. N. da C. Andrade.
Scientific Method. A. D. Ritchie.
Critical Epochs in History. D. C. Somervell.
Towards International Justice. F. N. Keen.

The Religious Life of Henry IV. Cardinal Gasquet.
Country Planning. Frank A. Waugh.
Changes and Chances. H. W. Nevins.
Lord Shaftesbury. J. L. and Barbara Hammond.
Life of William Pitt. John Holland Rose.
The Psychology of Reasoning. Eugene Rignano.
Modern Ideas in Chess. Richard Reti.

Harper & Brothers

Travelers:

ADAM W. BURGER (larger cities of East and West including St. Louis, Mo., Chicago, Cleveland, Rochester, Buffalo, Philadelphia and Boston).
CLAUDE H. GITTENS (Middle West and South).
W. E. MEAGHER (South and New England).
JAMES D. BLAKE (Pacific Coast, Kansas City and West).
JOHN O'CONNELL (New York City).
J. C. MAHONEY (New York, Brooklyn).

Notable among the new Harper titles are Rupert Hughes' new novel, "The Golden Ladder" which is the story, in novel form, of the career of Madam Jumel, to whom Aaron Burr was married; "Easy," a novel by Nina Wilcox Putnam; "The Steadfast Heart," by Clarence Budington Kelland, a story of a boy who made a success of life in spite of handicaps at the start; "New Friends in Old Chester," by Margaret Deland, a volume which contains three stories of novelette length; and "The Golden Cocoon," by Ruth Cross, a first novel which is due to create a sensation.

Among the important non-fiction titles are "In the Footsteps of the Lincolns," by Ida M. Tarbell; "Thackeray and His Daughter," edited by Hester Thackeray Ritchie; "A Magician Among the Spirits," by Houdini; "The American Mind in Action," by Harvey O'Higgins; and a notable book, "Mystery of Religion," by Everett Dean Martin.

FICTION

New Friends in Old Chester. Margaret Deland.
Wages. Mary Lanier Magruder.
Easy. Nina Wilcox Putnam.
Inner Darkness. Ethelda Daggett Hesser.
The Golden Ladder. Rupert Hughes.
Hazzard. Nancy Barr Mavity.
On the Lot and Off. George Randolph Chester.
The Steadfast Heart. Clarence Budington Kelland.
Atavar. Arthur B. Reeve.
At A Venture. Charles A. Bennett.

NON-FICTION

In the Footsteps of the Lincolns. Ida N. Tarbell.
The Mystery of Religion. Everett Dean Martin.
A Magician Among the Spirits. Houdini.
The American Mind in Action. Harvey O'Higgins.
Great Styles of Interior Architecture. Roger Gilman.
Adjusting Immigrant and Industry. William M. Leiserson.
The Seven Lively Arts. Gilbert Seldes.
Aria da Capo. Edna St. Vincent Millay.
Youth and Opportunity. Thomas Tapper.
Pony Tracks. Frederic Remington.

Norman W. Henley Publishing Co.*Travelers:*

F. A. COOMBS (Coast and West).

R. F. FENNO (East).

McCLELLAND & STEWART (Canada).

Henry Holt & Co.*Travelers:*

STANLEY WALKER (Boston and Mid-West).

RAYMOND POGGENBURG (New England and South Atlantic States).

BANKS UPSHAW (South-West).

DESMOND FITZGERALD (Pacific Coast).

The titles on the Holt list which will bulk largest for the bookseller probably are "Annette and Sylvie," by Rolland, "The Social Ladder," by Mrs. Van Rensselaer, a social book that has meat in it for the historian and student of economics as well as those interested in the gossip of old New York. Rosita Forbes is now lecturing in this country, and her "Sultan of the Mountains" should be an outstanding title. In addition, there will be "Everybody's Cook Book," compiled from records of Pratt Institute by Isabel Ely Lord, and de la Mare's "Peacock Pie," with Claud Lovat Fraser's illustrations.

FICTION

Annette and Sylvie. Romain Rolland.

Inigo Sandys. E. B. C. Jones.

Triumph. May Edginton.

Fulfillment. Elizabeth Newport Hepburn.

NON-FICTION

The Social Ladder. Mrs. John King Van Rensselaer.

The Sultan of the Mountains. Rosita Forbes.

The Political Career of Byron. Dora N. Raymond.

The Enchanted Mesa and Other Poems. Glen Ward Dresbach.

Cyrano de Bergerac. Edmond Rostand.

Psychology of Early Childhood. William Stern.

Commercial Geography. Marion I. Newbigin.

The Reader's Guide Book. May Lamberton Becker.

Peacock Pie. Walter de la Mare.

Everybody's Cook Book. Isabel Ely Lord.

Houghton Mifflin Co.*Travelers:*

FRANK BRUCE (New York, Philadelphia, Baltimore and Washington).

GEORGE H. GEER (Chicago and principal cities of the Middle West.)

A. H. LEUSSLER (Pacific Coast).

THEODORE FREDENBURGH (South and Middle West).

JOSEPH V. CARROLL (New England).

Houghton Mifflin Co.'s spring fiction list includes two Sabatini reprints; "Wild Horses," a new story by H. H. Knibbs; "Four Bells," by Ralph D. Paine; a Western novel by a new author, Austin J. Small; and another of Valentine Williams' Clubfoot stories, "Clubfoot the Avenger." Among their notable non-fiction will be

"The Soul of Samuel Pepys," by Gamaliel Bradford, whose "Damaged Souls" was one of the best selling books of the fall; "The Life and Letters of Emily Dickinson"



WILLIAM E. MEAGHER

Representing Harper & Brothers

William E. Meagher, went with Harper & Brothers five years ago. He worked his way thru almost every department in the house and for the past year has been calling on the trade in New York, Brooklyn and Newark. He is now visiting the trade in New England and the South, taking over the territory recently covered by Earl F. Lederer who left Harpers recently to engage in another business.

son," edited by her niece; Corra Harris's autobiography, "My Book and Heart"; a popular edition of the Carnegie autobiography; a new revised and up-to-date edition of Rolfe's "Satchel Guide to Europe"; "African Clearings," sketches of life in the jungle by Jean Kenyon Mackenzie; anthologies by Mrs. Waldo Richards, Robert Frothingham and John Drinkwater; a volume of essays, entitled "Under Dispute," by Agnes Repplier; and a book on business management by A. Lincoln Filene.

FICTION

Mistress Wilding. Rafael Sabatini.

Bardelys the Magnificent. Rafael Sabatini.

Wild Horses. Henry Herbert Knibbs.

Four Bells. Ralph D. Paine.

The Frozen Trail. Austin J. Small.

White Stacks. William Hewlett.

The Fair God. Gen. Lew Wallace.

The Three Hostages. John Buchan.

NON-FICTION

The Story of Jesus Christ. Elizabeth Stuart Phelps. (New edition).

The Soul of Samuel Pepys. Gamaliel Bradford.

The Life of the Right Hon. Sir Henry Campbell-

Bannerman, G. C. B. William Belmont Parker.

George III and the American Revolution. Frank

Arthur Mumby.

My Book and Heart. Corra Harris.

Life and Letters of Emily Dickinson. Martha Dickinson Bianchi.

The Life of Olive Schreiner. S. C. Crownwright-Schreiner.
 Mrs. Montagu, "Queen of the Blues." Edited by Reginald Blunt.
 Autobiography of Andrew Carnegie. (New edition). Benjamin Constant. Elizabeth Schermerhorn.
 Diaries of Court Ladies of Old Japan. Translated by Annie S. Omori and Kochi Doi.
 The Genius of Israel. Carleton Noyes.
 The Nations of Today. Edited by John Buchan.
 Social Politics in the United States. Fred E. Haynes.
 Modern French Music. Edward Burlingame Hill.
 Colonial Women of Affairs. Elisabeth Anthony Dexter.
 Days of Delusion. Clara Endicott Sears.



JOSEPH V. CARROLL
 Representing Houghton Mifflin Co.

Joseph V. Carroll, started as an office boy with D. Appleton & Co. in 1902. He was successively trained in the various departments finally becoming Assistant to the Sales Manager. He then traveled for the Bobbs-Merrill Co. As a sergeant in the 69th N. Y. National Guard he saw service on the Mexican Border, and as a commissioned officer served overseas with the same organization. He joined the selling staff of Houghton Mifflin Co. in 1921, and represents his house in Boston and New England.

A Satchel Guide to Europe. W. J. Rolfe and W. D. Crockett.
 So You're Going to Paris! Clara E. Laughlin.
 Creole Sketches. Lafcadio Hearn.
 African Clearings. Jean Kenyon Mackenzie.
 A Small House and Large Garden. Richardson Wright.
 California Desert Trails. J. Smeaton Chase.
 The Happy Marriage. Archibald MacLeish.
 An Outland Piper. Donald Davidson.
 The Miller's Youngest Daughter. Grace Fallow Norton.
 The Ranch. Elliott C. Lincoln.
 Sea Songs and Ballads. C. Fox Smith.
 The Magic Carpet. Mrs. Waldo Richards.
 Songs of the Sea and Sailors' Chanteys. Robert Frothingham.
 An Anthology of English Verse. John Drinkwater.
 The Plays of Sir George Etherege. Edited by H. Brett-Smith.
 A Merchant's Horizon. A. Lincoln Filene.
 Under Dispute. Agnes Repplier.
 Democracy and Leadership. Irving Babbitt.
 Master Lights. Mrs. William Lowell Putnam.
 Legislative Assemblies. Robert Luce.
 Forecasting Business Conditions. Drs. Warren M. Persons and Wm. T. Foster.
 Social Consequences of Business Cycles. Maurice B. Hexter.
 William Blake: His Philosophy and Symbols. S. Foster Damon.

B. W. Huebsch

Travelers:

FREDERICK HOPE (New York and East).
 DESMOND FITZGERALD (West of Denver and Pacific Coast.)

The B. W. Huebsch spring list contains Herbert S. Gorman's appreciation, "James Joyce: His First Forty Years"; "Dramatic Works, Volume VIII," of Gerhart Hauptmann; a critical study, "Leonid Andreyev," by Alexander Kaun; "Latitudes," essays by Edwin Muir; a satire on international politics, "The Sin-Eater's Halloween," by Francis Neilson; "The Masters of Modern Art," by Walter Pach; and Herman George Scheffauer's "The New Vision in the German Arts."

George W. Jacobs & Co.

Travelers:

D. L. MACREA (Principal cities East and Middle West).
 W. D. HICKS (South, West, Pacific Coast and Penna.).
 H. M. JACOBS (New Jersey, Delaware, New York State and New England).

The Jacobs list of spring publications will include a new book by Edwin L. Sabin, entitled "The City of the Sun." "Born Rich" by Hughes Cornell is a story written by a woman who has already displayed the caliber of her ability in several short stories which have appeared serially. The illustrated edition of "One Thousand Poems for Children" published October 1923 proved to be a timely gift book. In response to a demand from librarians a smaller edition, without illustrations but printed from the same plates has been published. Other spring publications are "Guidebook to Childhood" by William Byron Forbush, Mrs. Herbert B. Linscott's "Up to Date Social Affairs," "Bird Gossip" by Harriette Wilbur. John Emerson and Anita Loos are the authors of "How to Write Photoplays" and "Breaking Into the Movies," both of which should prove interesting to motion picture fans.

Marshall Jones Co.

Travelers:

A. MARSHALL JONES (New York and East).
 FRANK DALE WARREN (New York and East).
 PRESTON H. EARLEY (Middle West and Pacific Coast).

The Marshall Jones Co. announces a new edition of Ralph Adams Cram's "Church Building." Mr. Cram has written an additional chapter with 66 new pictures showing some of the most distinctive churches,

both small and of cathedral size recently completed or in progress.

Other spring publications are:

Architecture. Alfred Mansfield Brooks.
Mythology. Jane Ellen Harrison.
Stoicism. Robert Mark Wenley.
Platonism. Alfred Edward Taylor.
Ancient and Modern Rome. Rodolfo Lanciani.
Sappho. David M. Robinson.
Hamlet. Lillie Buffum Chace Wyman.

Alfred A. Knopf, Inc.

Travelers:

JOHN J. MULLEN, Sales Manager (Larger cities of the East and the Middle West).
DESMOND FITZGERALD (Pacific Coast and the Far West, including Denver).
HARRY WILDE HARRIS (New York City and the Metropolitan District).
H. M. SNYDER (The Orient).
THE MACMILLAN CO. OF CANADA (Canada).
CARL F. HILTS (The Middle West from Toledo to Kansas City).

ERIC J. STEINLEIN (South, Central New York, Pennsylvania and New England).

The Knopf spring list of Borzoi Books contains a number of new novels by foremost English and continental writers, some of whom are already well-known to American readers thru the Knopf imprint, while others for the first time will have their work published in this country. "The Pitiful Wife," a novel which combines the elements of romance with ultra-modernism, by Storm Jameson, "Children of the Age" a story of the decline and fall of rural aristocracy, by Knut Hamsun, Charles-Louis Philippe's "A Simple Story," and "Buddenbrooks" by Thomas Mann are among the works which portray European society of the last decade. Non-fiction publications of importance are "In the Grip of Life," a play of Knut Hamsun, "Saint Helena," depicting Napoleon's life of imprisonment, "Poems" by Katherine Mansfield, "Dog and Duck," essays by Arthur Machen, and a travel book by Jean and Jerome Tharaud, "The Shadow of the Cross."

FICTION

The Pitiful Wife. Storm Jameson.
Buddenbrooks. Thomas Mann.
Children of the Age. Knut Hamsun.
A Simple Story. Charles-Louis Philippe.
Strait Is the Gate. André Gide.
God's Orchid. Hjalmar Bergman.
The Cathedral Folk. Nicolai Lyeskov.
The King Versus Wargrave. J. S. Fletcher.
Black Byrony. T. F. Powers.
Don Juan. Azorin.
Stories from the Midland. Edited by John T. Frederick.

NON-FICTION

In the Grip of Life. Knut Hamsun.
Saint Helena. M. A. Aldanov.

Poems. Katherine Mansfield.
Ulug Beg. Autolycus.
The Diaries and Letters of Otto Braun. Julie Vogelstien.
Dog and Duck. Arthur Machen.
The Shadow of the Cross. Jean and Jerome Tharaud.
Goethe. Benedetto Croce.
The Atom and the Bohn Theory of Its Structure. Helge Høst and Rachel T. Lindsay.
Plutarch Lied. Jean de Pierrefeu.
The Old and New In Germany. John F. Coar.
The Fabric of Europe. Harold Stannard.
The Basis of Social Theory. Albert G. A. Balz.
The Ethics of Hercules. Robert C. Givler.
The World Struggle for Oil. Pierre l'Espagnol de la Tramerye.
The Ethics of Journalism. Nelson Antrim Crawford.



ERIC J. STEINLEIN

Representing A. A. Knopf, Inc.

Eric J. Steinlein, who will travel this year for the Knopf house in New England, Central New York and the South, is the son of the late founder of the Greenwood Book Shop, at Wilmington, Del. After four years' experience at home in bookselling he had a brief course in the manufacturing department of the Curtis Publishing Co. of Philadelphia, which put the needed touch to a fit equipment for success on the Road.

The Autobiography of a Super-Tramp. William H. Davies.
Ventures in Common Sense. E. W. Howe.

Laird & Lee, Inc.

Travelers:

M. S. ATWOOD (Educational Department).
GEORGE H. FLANAGAN (Coast).
HENRY T. HARPER (East).
L. S. WELLS (Ohio).
L. C. WITTENBERG (Middle West).
E. L. ZERBE (South).
A. J. ZERBE (Sales Manager).

Laird & Lee, Inc., are emphasizing this year new editions of their popular line of Webster's "Standard Dictionaries" and also their new line of De Luxe Diaries and Address Books. Their new spring publications include a new edition of Hoyle's "Standard Games" containing a complete exposition of Mah-Jong; a "Baby Record

Book" illustrated in full color and black and white and issued in three styles of binding; a students' record book, entitled "Memories of My School Days"; "Diet and Care of Children," by H. S. Reynolds, M. D.; "Why Defend the Nation?" by Col. Frank D. Ely, and "He Was 'Just Folks,'" a biographical memorial of President Harding.

J. B. Lippincott Co.

Travelers:

THOMAS H. CLAGETT.
ELLIS K. BAKER.
HERBERT M. GASKILL.
HAROLD F. GARTLEY.



HENRY B. DUNLAP

Representing Longmans, Green & Co.

Harry B. Dunlap became associated with Longmans, Green & Co. in October 1922 and has covered the larger cities in the East and Middle West. Previously he traveled for D. Appleton & Co. for five years, but left them to enter the export business. The lure of bookselling, however, brought him back to the fold, an experience common to many in the trade.

The outstanding feature of Lippincott's spring list is Henry B. Rankin's new book, "Intimate Character Sketches of Abraham Lincoln," the man as seen by one who knew him. In the Practical Books Series, Richardson Wright, editor of *House and Garden*, has prepared "The Practical Book of Outdoor Flowers," profusely illustrated; "Prisons and Common Sense," by Thomas Mott Osborne; the new edition of Frederick J. Haskin's "The American Government"; "Poison Mysteries," by Thompson; and "Moving Pictures by Talbot," are a few of the non-fiction books. In fiction the leaders are "Recreations," by Grace Livingston Hill; "Six Days," by Elinor Glyn; "The Furthest Fury," by Carolyn Wells; "The Clevedon Case," by Nancy and John Oak-

ley. "Pandora La Croix" is something new in South Sea fiction by a new author, Gene Wright. Most important is the announcement that there will be a reissue of the tales and novels of Louis Becke, who was the pioneer writer of the South Seas. "The Legend of Sleepy Hollow," by Washington Irving, is the new title selected to be brought out in the popular *Children's Classics*. The Lippincott list also includes:

Summer Ghosts and Winter Topics. Felix E. Schelling.
Some Thoughts on Hilaire Belloc. Braybrooke.
Popular Fallacies. Ackermann.
The Book of Everyday Heroism. Faris.
A Naturalist at the Poles. Brown.
To the Alps of Chinese Tibet. Gregory.
Unconquered Abyssinia. Rey.
Where Tradition Lingers. Fea.
The Fixed Stars and Constellations in Astrology. Robson.
Dynamic Psychology. Dr. Moore.
Queer Things About London. Harper.

Little, Brown & Co.

Travelers:

ANDREW D. PIERCE (South and Pacific Coast).
FRANK JONES (Chicago and principal cities of Middle West).
JOSEPH F. GREENE (New York City, Boston and Philadelphia).
ARTHUR H. THORNHILL (New England and part of East and Middle West).

Little, Brown & Co.'s leading titles for spring are E. Phillips Oppenheim's novel "The Wrath to Come," dealing with international politics in 1950; Marjorie Barkley McClure's "High Fires," one of the best first novels of recent years; Stephen McKenna's "Vindication," a social study of post-war England; Owen Johnson's "Blue Blood," a dramatic interlude, with its scenes laid in present day New York; "My Life in Art," the autobiography of Constantin Stanislavsky, world-famous actor and director of the Moscow Art Theatre; Cosmo Hamilton's "Unwritten History," which promises to be one of the outstanding books of reminiscences of the year; David S. Barry's "Forty Years in Washington," dealing with Mr. Barry's experiences as Washington correspondent of *The New York Sun* when Charles A. Dana was its editor; "The Life and Letters of Clyde Fitch," by Virginia Gerson and Montrose J. Moses; "Famous Families of New England," by Mary Caroline Crawford; and "Golden Rubbish," a new novel by William Dudley Pelley, author of "The Fog."

FICTION

Vindication. Stephen McKenna.
The Inverted Pyramid. Bertrand W. Sinclair.

A Conqueror Passes. Larry Barretto.
 The Eagle's Wing. B. M. Bower.
 Broken Butterflies. Henry Walsworth Kinney.
 Blue Blood. Owen Johnson.
 High Fires. Marjorie Barkley McClure.
 The Book of Blanche. Dorothy Richardson.
 The Wrath to Come. E. Phillips Oppenheim.
 Golden Rubbish. William Dudley Pelley.

NON-FICTION

Ann Vroome. Lewis Beach.
 A Square Peg. Lewis Beach.
 Gun Fodder. Arthur Hamilton Gibbs.
 Representative Continental Dramas: Revolutionary and Transitional. Montrose J. Moses.
 Forty Years in Washington. David S. Barry.
 British-American Relations. J. D. Whelpley.
 The Candy Cook Book. Alice Bradley.
 Essays of Today. Edited by F. H. Pritchard.
 Choice Recipes for Clever Cooks. Lucy G. Allen.
 My Life in Art. Constantin Stanislavsky.
 Unwritten History. Cosmo Hamilton.

Longmans, Green & Co.

Travelers:

WALLACE WACHOB (Far West).
 H. B. DUNLAP (East and Middle West).
 THEODORE F. PIKE (Manager, Canadian Branch).

Of outstanding interest on Longmans, Green's spring list is Dean Inge's "Personal Religion and the Life of Devotion," bearing the personal recommendation of the Bishop of London for reading in Lent. Dean Inge is the author of the "Outspoken Essays," and prominent in matters pertaining to the Anglican Church. There are two new volumes in the *History of the Great War Series* which is based on official documents, "The Merchant Navy in the War, Vol. II" by Archibald Hurd, and "Seaborne Trade, Vol. III" by C. Ernest Fayle. Other new publications are "England Under Henry III" by Margaret A. Hennings, "The Freedom of the Seas in History, Law and Politics" by Pitman B. Potter, "Decorative Leatherwork" by Peter Wylie Davidson, and "Birds in Legend, Fable and Folklore" by Ernest Ingersoll.

Lothrop, Lee & Shepard Co.

Travelers:

L. W. ADAMS (New York City and East).
 RICHARD F. TILLEY (Chicago and West).

The Lothrop, Lee & Shepard spring list of books will be published April 1st, and will be headed by "Life As I Have Known It," by Judge Walter B. Vincent of the Supreme Court of Rhode Island, being the story of his life with especial reference to his fifty years at the bar and on the bench. At the same time six carefully chosen juveniles will be published headed by "The Gem Hunters," by Dr. Rolt-Wheeler, with a boy as the central figure. It deals especially with the diamond fields of South Africa. Other books are "The Boy Chemist," a profusely illustrated work, by A. Frederick Collins; "The Young Folks' Book of

Mirth," by Mary R. Thomas; "A Gentleman From France," a dog story, by Clarence Hawkes; "When I Was a Boy In India," by Satyananda Roy, an addition to the well-established *Children of Other Lands Books*; and "The One-Eyed Fairies," by Georgia Eldredge Hanley. This last book, a series of lessons in sewing for little girls, entertainingly presented and elaborately illustrated, was announced for publication last fall, but the features caused so much delay that it had to be postponed.

Robert M. McBride & Co.

Travelers:

GUY HOLT.
 SUMNER H. BRITTON.
 WALLACE WACHOB.



SUMNER H. BRITTON

Representing, Robert M. McBride & Company

Sumner H. Britton was born in Chicago and is the son of S. C. Britton, formerly of the Reilly and Britton Co. He was educated at the Horace Mann School, and at Columbia. His first job was at Brentanos in the Old and Rare section, which he left at the end of a year to represent Charles E. Graham & Co., Toy Book publishers, in their New York office. Recently he accepted the chance to represent Robert M. McBride & Co. in New York City and the East.

Robert M. McBride & Co.'s spring list includes a number of new volumes in the series of travel books in which this company specializes. Among its fiction publications are a new novel by Elmer Davis, entitled "I'll Show You the Town"; Harold Brighthouse's "Captain Shapely," a romance of London and the road in the days of Queen Anne; "Mince Collop Close," tales of the underworld of Glasgow, by a new comer, George Blake; and "Bright Lights," by Robert Orr Chipperfield. Heading the McBride non-fiction list are "The Con-

trast," an interpretation of the new world to the old by Hilaire Belloc, whose "Sonnets and Verse" will also be published this spring; and "The Great Betrayal," by Edward Hale Bierstadt, a survey of the Near Eastern problem and the study of its historical background.

FICTION

Annihilation. Isabel Ostrander.
The Sea. Bernard Kellerman.
Bright Lights. Robert Orr Chipperfield.
I'll Show You the Town. Elmer Davis.
Mince Collop Close. George Blake.
Captain Shapely. Harold Brighthouse.
The Handwriting on the Wall. David Fox.

NON-FICTION

Odes of John Keats. Vivien Gubble.
Letters of the Tsarina to the Tsar. Sir Bernard Pares.
The Lure of the French Chateaux. Francis M. Gostling.
The Lure of the Riviera. Frances M. Gostling.
Modern Foreign Exchange. H. C. Walter.
The Colonial House. Joseph Everett Chandler.
Rome in Seven Days. Arthur Milton.
A Little Book of Brittany. Robert Medill.
Sonnets and Verse. Hilaire Belloc.
The Great Betrayal. Edward Hale Bierstadt.
The Guest of Qoun and Zouhr. J. H. Rosny.
The Contrast. Hilaire Belloc.

A. C. McClurg & Co.

Travelers:

A. WESSELS (Eastern Territory).
R. A. McNALLY (California and the Pacific Coast States).
J. L. CROWDER (Middle West).

The McClurg spring list of publications consists mostly of fiction. Edgar Rice Burroughs's new romance, "The Land that Time Forgot," will follow along the lines of the author's previous books; Clarence E. Mulford will have published "The Orphan," a revised reprint of the first novel written by him.

Other stories are "The Green Scarf," by Clyde Perrin; "The Two-Gun Man," by Robert Ames Bennet; "The Round-Up," by Oscar J. Friend, and "The Mystery of the Third Parrot," by Marvin Dana.

David McKay Co.

Travelers:

ALEXANDER MCKAY (New York City, Boston, Philadelphia, Baltimore and Washington).
JAMES S. MCKAY (West and New England).

WILLIAM C. ROBINSON (West and South).

The David McKay Co. is adding to its list for 1924 two new lines of colored juveniles and a number of special illustrated books, the *International Library* (which is a new series of translations of popular fiction) and a number of books on sport games and handbooks, along the line of books it has been publishing.

The Macaulay Co.

Travelers:

EDWARD I. FURMAN.
A. B. SHARPE.

The Macaulay Co. has on its spring list new works of fiction by Joan Conquest and James French Dorrance, as well as several first novels.

FICTION

This Woman. Howard Rockey.
South of the Rio Grande. Laurence Clarke.
The Street of Many Arches. Joan Conquest.
Never Fire First. James French Dorrance.
Behold This Dreamer. Fulton Oursler.
The Long Arm of Fantomas. Pierre Souvestre and Marcel Allain.

The Macmillan Co.

Travelers:

Eastern Territory (New York)

WILLIAM P. ALBRECHT, Sales Manager (Boston, Philadelphia).
E. S. BROWN (South).
J. T. COLLINS (New York City).
L. L. FISHER (Specials).
PHILIP G. HODGE (New England).
A. SYLVESTER, JR. (New York City).
CHAS. J. TRENKLE (New York State and Penn.).

Mid-Western Territory (Chicago)

WALTER R. KOHR, Sales Manager (Chicago, Cleveland, Detroit).
JOHN G. HAMER (large towns, Illinois, Wisconsin, Kansas, Nebr., Iowa, Mo., Minn., S. D., Colo.).
JERALD W. BIGELOW (small towns, Iowa, Ill., Mich., Wis., Mo.).
F. D. KNAPP (large towns, Mich., Ohio, Indiana, Ky., Tenn.).
K. B. RICHARDS (small towns, Indiana, Ohio, Mich.).

Western Territory (San Francisco)

R. I. GARTON, Sales Manager (Coast).
LOUIS FREEDMAN (Small towns).

Southwestern Territory (Dallas)

JACK PHILLIPS, Sales Manager.

The outstanding book of fiction on the Macmillan spring list is H. G. Wells's "The Dream," which is to be published in April. The book will have a vivid jacket, attractive end papers, and a tinted top. May Sinclair's new novel, "A Cure of Souls," just published is an admirable book to follow "Anne Severn and the Fieldings." Harrington Hext's "Who Killed Cock Robin?" is a mystery story which will have special display material for dealers. Eden Phillpotts' "Cheat the Boys" is a story of the Devonshire orchards. Albert Parker Fitch's "None So Blind," a college story with its setting at Harvard, will be out in March. In H. G. Wells' "The Story of a Great Schoolmaster," just published, Mr. Wells goes thoroly into detail as to his educational beliefs. William Allen

White's editorials, "The Editor and His People," Waldo Selden Pratt's "New Encyclopedia of Music and Musicians," and religious books will lead in non-fiction. An ever increasing tide of interest in religious books is resulting from the controversy of the fundamentalists and the modernists.

G. & C. Merriam Co.

Travelers:

ROBERT C. MUNROE.
INGHAM C. BAKER.
WILLIAM H. MADDOCK (Educational books).

The Medici Society of America

Travelers:

PERCY A. LORING (East and Middle West).
ROBERT A. SHIRLEY (South).
FRED W. OWEN (Pacific Coast).

On the Medici spring list are:

Mary, Mother of Jesus. Meynell.
The Flower Fairies. Webb.
The Seed Fairies. Webb.
The Heroes. Kingsley.
Le Morte D'Arthur. Malory.
Four Years in the Great White North. Macmillan.
Atalanta in Calydon. Swinburne.
Four Early Italian Engravers. Borenus.
Albrecht Altdorfer. Waldmann.
Albrecht Dürer. Dodgson.
Marcantonio. Borenus.
The Italian Lakes. Faure.
Grenoble and Thereabouts. Ferraud.
The Saints in Italy. Menzies.
Mr. Paul. Gertrude Bone.
A Farmer's Life. George Bourne.

Thomas Nelson & Sons

Travelers:

GEORGE F. BACHMANN.
JOHN J. HAMILTON.
THOS. MACLAREN.
THOMAS F. KYLE.
WILLARD T. DICKERSON, Jr.
HERBERT C. CUNNINGHAM.
HARRY W. TIETZ.

Thomas Nelson & Sons announce a new series of Text, Reference and Teachers' Bibles printed from black face type in the King James Version. These Bibles are in handy size with easy reading print and will be made up in a variety of bindings in both the ordinary Bible paper and the thin India paper editions.

Two new volumes in the Nelson New Century Library of Standard Authors will be the Nelson New Dictionary and Macaulay's "Essays" in two volumes.

The concern announces also a number of new styles of binding in the Prayer Books and Hymnals for use by the Episcopal Church.

Oxford University Press

Travelers:

D. I. MACFADYEN.

CHARLES KORBEL.

F. F. BAYER.

ARTHUR J. HAMMEN.

JOSEPH V. HEANEY.

ARTHUR A. ULRICH.

FREDERICK W. BRAMA.

The Oxford University Press includes



HARRY W. TEITZ

Representing, Thomas Nelson & Sons

Harry W. Teitz, who shows the Nelson line in a great number of the smaller cities, has been with that house for several years, starting in the general office, then in the manufacturing department, and for three years has been in the sales department. He covers the Middle West and some day may have a chance at some of the great big towns.

among its spring leaders "The Unknowable," by George Santayana; "The Study of International Politics," by C. K. Webster; "The Empire at War," by Sir Charles Lucas; John Bailey's "The Continuity of Letters"; "Government of the West Indies," by Hume Wrong; "Labour in the Coal-Mining Industry (1914-1921)," by G. D. H. Cole; "Citizenship," by W. H. Hadow; "The English Secret, and other essays," by Basil de Selincourt; "Indian Bird-Life," by M. R. N. Holmer; and "The Quarterly Journal of Microscopical Science."

L. C. Page & Co.

Travelers:

JEAN CRESSER (New York City, and larger cities of the East).
ALBAN P. ROCHE (Chicago, Middle West to Pacific Coast and Canada).
GUY M. KINSLEY (Pittsburgh, Rochester, Buffalo, Middle West).
JAMES E. FRAHER (New England, Middle States, South).

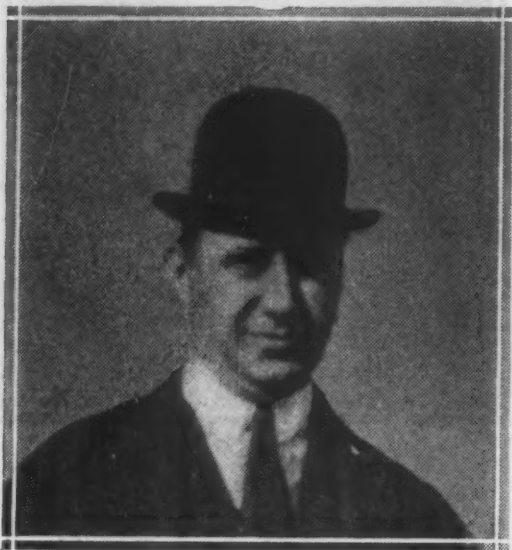
The Penn Publishing Co.*Travelers:*

CHARLES C. SHOEMAKER (New York and Boston).

FRANK W. SHOEMAKER (other large cities and the Pacific Coast).

FRED KRAUSS (South, Middle West and New England).

The Penn Publishing Company announces for early publication the following books of fiction: "Here Comes the Sun,"



ARNOLD H. MUNK

Of Platt & Munk, Publishers, New York

Arnold H. Munk, started as a boy with A. C. McClurg Co. and learned the trade thoroly during his twelve years there. After a brief period as traveler for George W. Jacobs & Co. he joined with the Saafield Publishing Co. representing them for seven years. In 1921 with his brother and the late George Platt they organized the Platt & Munk Co. to publish "well made books at popular prices." They recently added the leading lines of the Hurst and Nourse companies who liquidated last year.

by Emilie Loring; "The Dear Pretender," by Alice Ross Colver; "Light Along the Ledges," by Elizabeth Stancy Payne; and "The Narrow Street," by Edwin Bateman Morris.

Also these books for boys and girls: "The Young Farmer at Work," by W. A. Freehoff; "Why Virginia!" by Helen Sherman Griffith; "Louis Maude," by Helen Sherman Griffith; and "Jimmy, John and Junior," by Joseph Chase.

Platt & Munk Co.*Travelers:*

ARNOLD H. MUNK (principal cities as far as Chicago).

ALEXANDER MUNK (Pacific Coast, Middle West, Pennsylvania, Illinois, Indiana, Michigan, Ohio).

LEWIS MILLER (South, Texas).

JOSEPH G. YOUNG (New England, New Jersey, New York State and New York City).

With the recent purchase of the plates of Hurst & Co. and The Nourse Co., The Platt & Munk Co. have a more comprehensive juvenile line than ever before. They are adding to their line for 1924 the best items purchased and their line is materially strengthened by the edition of 12 "Something To Do Books," 7 Tracing Books, and 11 Painting Books and Outfits. "Junior Bank Book" and "The Fun of Saving Up" and 2 numbers of "What I Can Do With My Hands Books" are also being added.

James Pott & Co.*Travelers:*

FREDERICK W. HALLAM (Eastern cities).

CHARLES R. DURYEA (Western cities and Pacific Coast).

WILLIAM G. CHASE (South).

WILLIAM L. MEZGER (Middle West).

W. W. SILVER (Middle West).

R. U. CARRUTHERS (Texas).

F. T. LOTTMAN (East).

Princeton University Press*Travelers:*

ELMER C. NELSON.

HENRY M. SNYDER (Far Eastern Representative).

The important spring publications of the Princeton University Press are: "The Christ of the New Testament" by Paul Elmer More, published as volume III in the series "The Greek Tradition"; and second edition of "Woodrow Wilson's Case for the League of Nations," compiled with his approval by Hamilton Foley.

G. P. Putnam's Sons*Travelers:*

ROBERT GORDON ANDERSON, Sales Manager.

HENRY L. ALLISON.

PHILIP M. ANDERSON.

THOMAS J. SMITH.

The long Putnam list of spring books includes: "The Outline of Art," vol. 3, by John Drinkwater; "The Outline of Art," vol. 2, by Sir William Orpen; "What is Man?" by J. Arthur Thomson; "Galapagos; World's End," by William Beebe; a travel book, "Pearls and Savages," by Capt. Frank Hurley; and Major George Haven Putnam's "Some Memories of the Civil War." Two volumes of plays to be published this spring are "Unhappy Far Off Things," by Lord Dunsany, and "The

Lullaby and Other Plays," by Edward Knoblock. Fiction titles that lead the Putnam list are: "Recompense," by Robert Keable; "The Garden of Peril," by Cynthia Stockley; "Deep Meadows," by Margaret Rivers Larminie; "The Fir and the Palm," by Elizabeth Bibesco; "Men of Earth," by Bernice Brown, and a J. S. Fletcher mystery story, "The Safety Pin."

Rand, McNally & Co.

Travelers:

JOSEPH E. GOODWIN (East and South).
HARRY M. LAMB (Chicago and North Central States).
W. C. WADSWORTH (South Central States).
RAYMOND A. McNALLY (Pacific Coast).

The Reilly & Lee Co.

Travelers:

WILLIAM F. LEE (large cities of the East, and Chicago).
SAMUEL H. DARST (larger cities of the Central West).
CLEMENT F. BENOIT (New England, the South-west and the Pacific Coast).
GEORGE J. LEA (Central and Southeastern States and Middle States).
BRADEN CALDWELL (Middle Western States).

The Reilly & Lee Co. is concentrating its spring sales campaign on "The Test of Donald Norton," a novel by Robert E. Pinkerton. A humorous book, "Skeezix and Uncle Walt" by Frank King, who conducts the comic strip known as "Gasoline Alley," will be another featured spring publication.

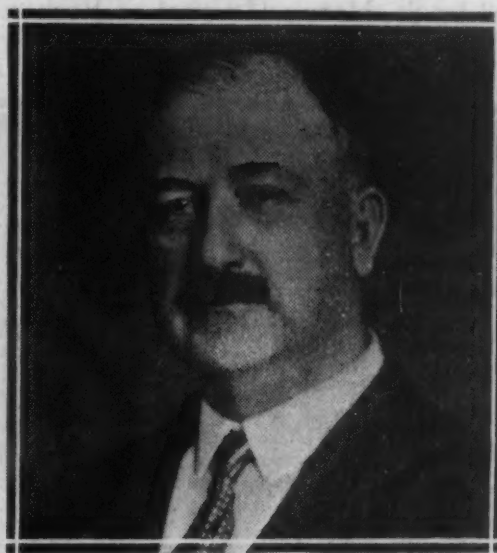
Fleming H. Revell Co.

Travelers:

FLEMING H. REVELL, JR.
W. H. MOOK, JR.
JOHN W. HILL.
D. W. BRIGGS.

There are, besides many religious books, a number of travel books on the Revell spring list. The only fiction title announced is Mrs. Mason's "The High Way," a novel dealing with the current defence of fundamentalism. Prominent titles are William Jennings Bryan's "Famous Figures of the Old Testament" and "Orthodox Christianity Versus Modernism." Among the travel volumes are Mabel Easton's "Nylak and Other African Sketches," "The 'Round the World Traveler" by D. E. Lorenz, "Jane in the Orient" by M. L. Swinehart, and W. D. Westervelt's "Hawaiian Historical Legends." Other spring publications are:

The Way of Prayer. Peter Quislie.
The Reality of Prayer. Edward M. Bounds.
Beginning Again in Ararat. Mabel E. Elliott.
Simple Essentials. S. D. Gordon.
A Harmony of the Gospels. John H. Kerr.
Gospel Sword Thrusts. Mark A. Matthews.
Dangers of Crooked Thinking. Cortland Myers.
Acute and Chronic Disbelief. Albert Clark Wyckoff.



S. D. SILER

Bookseller of New Orleans

S. D. SILER of New Orleans is one of the best known booksellers in the South. He takes pardonable pride in his aim to deal in books only and in his success as the proprietor of two fine shops in the city near the gulf. His slogan "Book Service as well as Books," has won for him a host of satisfied customers.

The Saalfeld Publishing Co.

Travelers:

A. G. SAALFIELD.
BEN SPERO.
M. G. FIELD.
PAUL W. ROLLEY.
W. E. TUCKER.
E. BERGMANN.

There is a gay array of boxed painting books and stencil sets among the new items put out by The Saalfeld Publishing Co. for 1924, but topping all else are four volumes which promise to be close rivals of "The Children's Best Story Book" issued two years ago. These are the titles: "Heidi," "A Child's Garden of Verses," "Grimm's Fairy Tales" and "Arabian Nights." There are 320 pages in each of the four books, with four color illustrations and a hundred pen-and-ink text cuts. Besides, the jackets are in colors.

W. B. Saunders Co.

Spring publications on the Saunders list of medical books include four volumes of a series of six on "Operative Surgery" by Warren Stone Bickham, Armheim's "A

Manual of Urine Analysis," "Circulatory Affections of the Extremities" by Leo Buerger, F. Z. Dercum's "Biology of Internal Secretions," Garnsey's "Dosage and Solutions," and "Instructions for Nurses and Assistants in the Operating Room" prepared by St. Mary's Hospital of Rochester, Minnesota.



STERLING GALT

Representing Charles Scribner's Sons

Sterling Galt graduated from Princeton in 1915. Immediately afterward he connected with the Princeton University Press. He served with distinction in the world war, rising to the rank of captain in the 310th Infantry, 78th Division. On his return from the front he joined the staff of the wholesale department of Charles Scribner's Sons, taking charge of publicity and office work. He has also recently taken over the duties of representing his firm in Philadelphia, Baltimore and Washington.

Charles Scribner's Sons

Travelers:

A. S. KNAPP.

C. E. CONNOLLY.

W. O. BAKER.

HARRY BAUER.

STERLING GALT, JR.

M. BURDICK.

WILLIAM L. SAVAGE.

Spring publications from Charles Scribner's Sons will include "The Price of Freedom," a volume of speeches and addresses by Calvin Coolidge; "An Intimate Portrait of R. L. S." by Robert Louis Stevenson's stepson, Lloyd Osbourne; "Reflections of the Napoleonic Legend" by Albert Leon Guérard, a piece of historical and biographical writing by a man who is far from a worshipper of Napoleon the Great; the biographical series of "Great Hollanders" which Edward W. Bok is editing will be introduced with the publication of two volumes, "Erasmus, The Humanist" by Prof. J. Huizinga of the University of Leyden,

and a revised edition of "William The Silent" by Frederic Harrison. "John Citizen's Job" by Henry H. Curran is a book which should be especially welcome in a presidential year. "Plans for World Peace" will include a group of the most important plans submitted for the American Peace Award, with an introduction and analysis written by Esther Everett Lape, who has recently been appearing before the investigating committee of the Senate. "The Three Fountains" by Stark Young, and "Critical Ventures in Modern French Literature" by Arnold Whitridge, will be welcomed by that growing American public which is interested in critical writing. A new volume of plays by Jacinto Benavente will contain some of his liveliest work. "The Depths of the Universe" by George Ellery Hale, gives the latest discoveries made by the 100-inch telescope at Mt. Wilson. Especially important, in view of the broadening interest in religious subjects, are "The God of the Early Christians" by Arthur C. McGiffert of Union Theological Seminary, "The Holy Spirit and the Church" by Charles Gore, formerly Bishop of Oxford, and "The World's Living Religions" by Robert E. Hume of Union Theological Seminary.

The Scribner spring list includes several notable works of fiction. "The Interpreter's House," Struthers Burt's first full-length novel, fulfills the promise which he has long revealed as a writer of exceptionally original and interesting short stories. "You, Too" by Roger Burlingame, a brilliant satire on advertising. "How to Write Short Stories" is a volume of stories which shows Ring Lardner as a real artist in fiction as well as a humorist. "Doomsland" by Shane Leslie, is the most brilliant book that has come from an Irish novelist of great promise. "Escape" by Alden Brooks, is a novel especially distinguished by its color and feeling for beauty.

Thomas Seltzer, Inc.

Travelers:

MORRIS COLMAN (New York).

F. J. SLOANE (East and Midwest).

WALLACE WACHOB (San Francisco and Pacific Coast).

The leading fiction work to be published this spring by Thomas Seltzer is Marcel Proust's "Within a Budding Grove," the second part of Proust's "Remembrance of Things Past," of which "Swann's Way" formed the first part. Other featured fiction includes "The Boy in the Bush," by Mrs. M. L. Skinner and D. H. Lawrence,

Bohun Lynch's "A Perfect Day," a new novel by Paul Morand, two by Gilbert Cannan, and "Pedlar's Pack," a volume of short stories by Rowland Kenney. In non-fiction, biographies of J. Ramsay MacDonald and Lenin, a collection of essays by J. Middleton Murry, and "Complete Plays of Checkov" in two volumes.

FICTION

Within a Budding Grove. Marcel Proust.
The Boy in the Bush. Mrs. M. L. Skinner and D. H. Lawrence.
The Rainbow. D. H. Lawrence.
Heaven Folk. Waldemar Bonsels.
Beggar's Banquet. G. St. John-Loe.
A Perfect Day. Bohun Lynch.
Green Shoots. Paul Morand.
Sembol. Gilbert Cannan.
The House of Prophecy. Gilbert Cannan.
Love Letters to a Dead Woman. H. D. Harben.
The Two Coyotes. David Grew.
Stiffs. Melbourne Garahan.
Seed Time and Harvest. Arthur Thrush.
The Burden. Jeffery E. Jeffery.
"Nor All Thy Tears." C. Nina Boyle.
A Pedlar's Pack. Rowland Kenney.
The Brooklyn Murders. G. D. H. Cole.
The Hounded Man. Francis Carco.
The Murder of Monsieur Fualdès. Armand Praviel.

NON-FICTION

What the Butler Winked At. Eric Horne.
East and West. Anonymous.
J. Ramsay MacDonald. Iconoclast.
The Man Lenin. Isaac Don Levine.
Wanderings in Arabia. Charles M. Doughty.
Letters From a Distance. Gilbert Cannan.
Marcel Proust: An English Tribute. Collected by C. K. Scott Moncrieff.
Pencilings. J. Middleton Murry.
D. H. Lawrence. Herbert J. Seligmann.
A Policy for the Labour Party. J. Ramsay MacDonald.
Out of the Struggle. Magdeleine Marx.
The New Psychology and the Preacher. H. Crichton Miller.
Complete Plays of Checkov. Constance Garnett.
A Miscellany of Poetry. William Kean Seymour.

Small, Maynard & Co.

Travelers:

E. J. VASS (Boston, New York, Philadelphia and Chicago).
WALTER I. LYNCH (Southern States and Pacific Coast).
LAWRENCE W. HOYT (Middle West, New England and Eastern States).

The first spring announcement of Small, Maynard & Co. contains besides Edward J. O'Brien's "The Best Short Stories of 1923" other annuals which contain the best work done in the motion picture and newspaper fields. Other new works include a volume of verse by Bliss Carman, a new biography of Lincoln, and novels by Bryant T. Holland, Georgette Heyer, and E. and M. Scharten-Antink, leading Dutch writers.

FICTION

The Astonishing Adventure of Jane Smith. Patricia Wentworth.
The Mystery of Norman's Court. John Chancellor.
A House Full of People. E. and M. Scharten-Antink.
The Devil Wolf. Norma S. Schinke.
Instead of the Thorn. Georgette Heyer.

A Certain Man. Bryant T. Holland.
The Best Short Stories of 1923. Edward J. O'Brien.

NON-FICTION

Abraham Lincoln—Democrat. Frank Ilsley Paradise.
The Best Verse of 1923. L. A. G. Strong.
Ballads and Lyrics. Bliss Carman.
Wonder Tales of Ancient Wales. Bernard Henderson and Stephen Jones.
The Wonders of Animal Life. W. Z. Berridge.
Followers of St. Francis. Laurence Housman.
King Lear's Wife and other plays. Gordon Bottomley.
Gruach and Britain's Daughter. Gordon Bottomley.

Stanton & Van Vliet Co.

Travelers:

JOHN R. STANTON (Coast).
C. H. VAN VLIET (East).
BENJAMIN FRANCIS (South).
L. J. SWABACKER (Illinois and Wisconsin).



WALTER I. LYNCH

Representing Small Maynard & Co.

Walter I. Lynch, the born near Boston, comes from Missouri where he was raised and educated. He has been a play actor, sold books for McClurg, was in France with a hospital unit and on his return to America did advertising, editorial work and reporting on Boston newspapers. But the call to bookselling dominating, he returned in 1922 to the profession by accepting a traveling job with Small Maynard & Co.

P. S. CARTER (Iowa and Minnesota).
H. F. GASSNER (Indiana, Michigan and Kentucky).
F. I. TUCKER (Ohio and Pennsylvania).
B. O'BRIEN (Chicago).

The Stanton & Van Vliet list contains several new numbers in the Big Value Series; "Little Black Sambo," one of the classics for children; and altogether the line contains 45 new items.

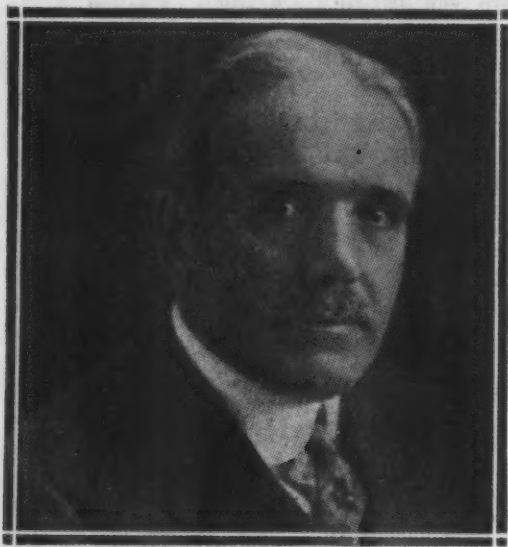
Stewart Kidd

Travelers:

JOHN G. KIDD (Larger Eastern and Mid-western cities).
FRANK COOMBS (New York City, New England and the Coast).

BAKER & TAYLOR Co., New York, and A. C. McCLURG & Co., of Chicago, will also carry the complete line.

Foreign Representatives are: Canada, OXFORD UNIVERSITY PRESS, Toronto; Great Britain and the Colonies, CURTIS BROWN, LTD.; Japan, MARUZEN Co., India, D. P. TARAPOREVALA SONS & Co.



JOHN LOOS
Manager, Brentano's Chicago

John Loos as buyer at Brentano's, New York, built a big reputation for wisdom in placing orders and was held in the highest respect by all the publishers' salesmen with whom he came in contact. When his house decided to take over the McClurg Retail Store in Chicago John Loos was sent there in the knowledge he could and would build the business up to the standards of the New York store. As assistant buyer he has just taken on W. J. Flynn formerly of Sheehan's, Detroit.

Frederick A. Stokes Co.

Travelers:

HENRY F. SAVAGE (New York City, Boston, Philadelphia, Washington, Baltimore, Pittsburgh, and large cities of New England).

F. BRETT STOKES (Pacific Coast).

THOMAS F. MAHONY (Chicago and other cities in the Middle West).

JAMES L. NERNEY (South and smaller cities in the Middle West and East).

EDWARD G. LARSON (New York City).

H. M. SNYDER (Far East).

Frederick A. Stokes Co. announce nine novels for spring publication: "Ann's an Idiot" by Pamela Wynne, now in its fifth printing, Crosbie Garstin's "The Owl's House," in its third printing, a new edition of Capt. Wren's "The Wages of Virtue" of which an American edition from new plates has replaced the imported edition; a detective story, "The Mystery Woman," and coming a little later are Wayland Williams's "I, The King," Harold Bindloss's

"Green Timber," Robert Simpson's "Eight Panes of Glass" and two novels by new writers, Louis Bromfield's "The Green Bay Tree" and John Wiley's "The Education of Peter." In non-fiction are "Webster's Bridge," a book especially suitable for card prizes; "The Confessions of a Prima Donna," the life story of an opera singer who withholds her name; J. P. Muller's "The Daily Five Minutes," commonsense exercises for business people; and William M. Jackson's "Making Business Advancement Sure," a welcome relief from the usual smug advice to employees, gives really practical suggestions to young workers.

FICTION

Ann's an Idiot. Pamela Wynne.

The Owl's House. Crosbie Garstin.

The Mystery Woman. Alice MacGowan and Perry Newberry.

Green Timber. Harold Bindloss.

Eight Panes of Glass. Robert Simpson.

The Education of Peter. John Wiley.

I, The King. Wayland Wells Williams.

The Green Bay Tree. Louis Bromfield.

The Wages of Virtue. Capt. Percival C. Wren.

NON-FICTION

The Confessions of a Prima Donna. Anonymous.

The Policewoman. Mary E. Hamilton.

Making Business Advancement Sure. William M. Jackson.

The Daily Five Minutes. J. P. Muller.

Table Decoration for All Occasions. Edna S. Tip-ton.

Webster's Bridge. H. T. Webster and William Johnston.

Stoll & Edwards Co., Inc.

Travelers:

JOHN COYLE (West of Chicago and Canada).

H. S. STOLL (East and South).

W. M. EDWARDS (Middle West).

A. WESSELS (New England, New York and Pennsylvania).

JAMES B. SYMONS (Australia and New Zealand).

H. M. SNYDER (China and Japan).

George Sully & Co.

Travelers:

GEORGE SULLY (principal cities East and Middle West).

S. L. DORSEY (Pacific Coast and Middle West).

H. W. SAMPSON (New England States, South and Central States).

George Sully & Co., will publish within the next few months: "Troublesome Words & How to Use Them" by W. L. Mason; "Book of Mother Verse" by Joseph Morris and St. Clair Adams; "The Romance of a Living Temple" by Frederick A. Rossiter, M.D.

The Universal Press, Inc.

Travelers:

E. J. FLYNN (Chicago, Detroit, Kansas City, St. Louis, St. Paul, Minneapolis.)

C. E. CURTIS (Middle West, South and Southwest).

A. A. PETERS (Pacific Coast, Denver and points West).

PERCY A. LORING (New York City and the East).

The Universal Press, Inc., is offering a complete line of graduation record books, baby record books and bride record books in addition to a number of other specialties, including the "Vest Pocket Lawyer," "Pocket Manual Standard Legal and Business Forms," "101 Famous Poems," "The Universal Cook Book," etc. The firm during the past year has added to its line of record books.

The University of Chicago Press

Travelers:

DONALD P. BEAN (large cities).

R. F. HOLLOWAY (educational books).

FRANK H. LEVELL (religious books).

Spring titles to be published by the University of Chicago Press cover a wide field of non-fiction literature.

Boss Platt and His New York Machine. Harold F. Gosnell.

Law and Freedom in the School. George A. Coe.

Visual Education. Edited by Frank N. Freeman.

Epochs in Buddhist History. Kenneth J. Saunders.

The Packing Industry. The Institute of American Meat Packers.

Immigration: Select Documents and Case Records. Edith Abbott.

Religion in the Kindergarten. Bertha Marilda Rhodes.

Stories of Shepherd Life. Elizabeth Miller Lobnigier.

Source Book of Physical Nature-Study. Elliott R. Downing.

General Cytology. Edited by E. V. Cowdry.

Readings in Risk and Risk-Bearing. Charles O. Hardy.

Managerial Accounting. James O. McKinsey.

American Authors of Today. Percy Holmes Boynton.

Pellico's Francesca Da Rimini. Kenneth McKenzie.

Psychological Tests in Business. A. W. Kornhauser and F. A. Kingsbury.

Albert Whitman & Co.

Travelers:

LESLIE R. NOURSE (main line cities east of Chicago).

C. E. CURTIS (Middle West and Southwest).

CARL K. WILSON (Pacific Coast).

PERCY A. LORING (New England towns).

C. R. GRIMM (Eastern Ohio, Pennsylvania, New York, New Jersey and Southeastern States).

The Whitman list of juveniles will have this spring eighteen new titles in the "Just Right" edition. Among the authors of these books are Carolyn Sherwin Bailey, Roy J. Snell, Clara J. Denton, and Carolina Silver

June. Other new publications are "The Circus Boys" by F. G. Oliver, and "Peter Rabbit Book."

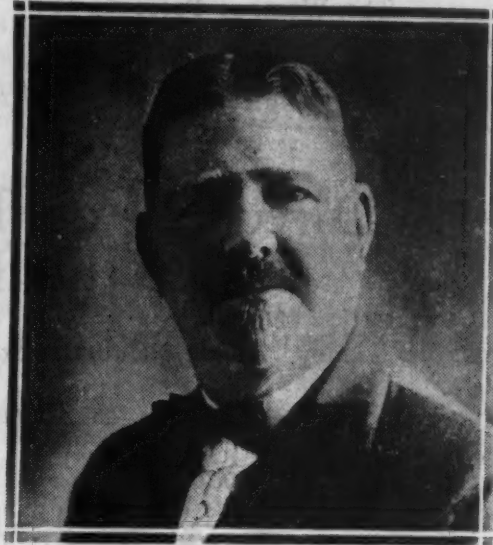
W. A. Wilde Co.

Travelers:

W. J. SANFORD.

R. W. KENDALL (Eastern trade from Boston office).

FRANK A. COOMBS (Pacific Coast).



H. RODNEY FOSS

Representing the John C. Winston Co.

H. Rodney Foss who recently joined the brotherhood of book travelers is widely known in the trade thru his former connection with the house of Houghton & Dutton, Boston, as buyer for their book department. An experience in retailing qualifies to an exceptional degree the salesman who goes forth to represent a publishing house, and friend Foss with his other qualifications is a valuable acquisition to the Winston staff.

The John C. Winston Co.

Travelers:

JOHN R. FRASER, Sales Manager, (New York City, Boston, Philadelphia).

B. F. HITCHENS, Western Manager, (Chicago and the Southwest).

RUDOLPH G. KORNBAU (Religious, Subscription and Mail Order Trade).

ELMER E. JONES (South).

W. O. SHEPHERD (Northwest).

H. RODNEY FOSS (New England).

FRANK A. LEWIS (Middle West).

JULIUS MEYER (South).

CHAS. F. KINDT, JR. (Middle Atlantic).

L. F. BARNHART (Middle Atlantic).

The John C. Winston Company will issue this spring several new series of black face type Bibles and Testaments, made from entirely new plates, a loose leaf New Testa-

ment, three new titles in the "Children's Book-Shelf" Series, including "Heidi," "Tales from Shakespeare," "Treasure Island," and several other juveniles. Also featured is Milton C. Work's new book, "Auction Bridge of 1924," "Boudoir Mirrors of Washington," Mrs. Fryer's "Loose Leaf Cook Cook," "The Wonder Book of Knowledge," Hurlbut's "Story of the Bible," "The Winston Simplified Dictionary" and other new publications.

The Womans Press

Travelers:

CORNELIA BAIRD (New York City)
Leading spring publications of The Wom-

an's Press are "Woman's Physical Freedom," by Clelia D. Mosher; Marjorie Geary's "Slavic Dances" will contain on one page the music and on the facing page a description of the figures of the dance; and also two pamphlets by Helen Durham, "Ten Timely Dances" and "Ten Recreational Parties."

Yale University Press

Travelers:

R. V. COLEMAN (New York to Chicago).
L. P. SOULE (New England).
N. V. DONALDSON (Philadelphia, Baltimore and Washington).

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 Drake, H. R., *George H. Doran Co.*
 Duncan, Elbert B., *Atlantic Monthly Press.*
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 Elliott, Hugh S., *Atlantic Monthly Press, Bobbs-Merrill Co., Congregational Publishing Society.*
 Farrell, Richard G., *Abingdon Press.*
 Fenno, R. F., *Norman W. Henley Pub. Co.*
 Fetterman, R. A., *Funk & Wagnalls Co.*
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(With names of the buyers in parenthesis.)

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Florence.—B. A. Rogers & Bro. (J. T. Simmons.)
Mobile.—L. Hammel D. G. Co. (B. Strauss.)
Montgomery.—Montgomery Fair. (I. L. Bowles.)

ARKANSAS

- Fort Smith.*—Boston Store Dry Goods Co. (G. E. Berson.)
Little Rock.—Gus Blass Co. (Miss T. Sanders.)

CALIFORNIA

- Berkeley.*—I. F. Fink & Son.
Fresno.—E. Gottschalk & Co., Inc. (G. G. Oliver.)
Los Angeles.—Broadway Dept Stores. (E. J. Moriarity.)
 —Bullock's.
 —Beeman & Hendee, Inc.—"The Baby Store." (Miss N. A. Hendee.)
 —Faris Walker Co. (L. G. Weed.)
 —Hamburger's. (E. H. Dart.)
 —J. W. Robinson Co. (Philip E. Kubel.)
Oakland.—Capwell's. (Mrs. W. C. Gilkerson.)

- Kahn's (Otto Herschman.)
Pasadena.—T. W. Mather Co. (Mrs. F. D. McKeand.)
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 —Raphael Weill & Co., Inc. (Miss M. Jacobs.)
 —City of Paris Dry Goods Co. (Miss K. I. Ritchie.)
 —Hale Bros., Inc. (J. P. Edwards.)
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Stockton.—Stockton D. G. Co.
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 —Golden Eagle Dry Goods Co. (Max M. Heller.)

- A. Lewis & Son Dry Goods Co. (Mrs. K. D. Hurd.)
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 —G. Fox & Co. (Mrs. K. M. Klean.)
 —Wise, Smith & Co. (Miss M. Rooney.)
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 —Shartenberg's. (A. R. Womrath.)
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 —Reid & Hughes Co. (G. R. Gifford.)
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 —Snellenberg & Co.

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Columbus.—J. A. Kirven Co. (George Sheram.)
Savannah.—Leopold Adler. (Leo W. Regan.)

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Weiser.—People's Variety Store.

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 —Butler Bros., Wholesalers. (G. M. Coy.)
 —Carson, Pirie, Scott & Co. (Ralph B. Henry.)
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 —Marshall Field & Co. (Mrs. Marcella Burns-Hahner.)
 —Sol. Klein. (B. Warshawsky.)
 —Sears, Roebuck & Co. (Geo. R. Bingham.)
 —Mandel Bros. (D. H. Davis.)
 —Rothschild Bros. (Western B. & S. Co.)
 —Spurgeon Mercantile Co. (Mr. Spurgeon.)
 —Montgomery Ward & Co. (Duke Hill.)
 —W. A. Wieboldt & Co. (Roy L. Haines.)
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Elgin.—Ackemann Bros. (Miss Jennie Miller.)
Evanston.—Lord's Inc. (Mrs. A. B. McCullough.)
 —McAllister-Worthen Co.
Galesburg.—O. T. Johnson Co. (G. G. Hampton.)
Hinsdale.—Hinsdale Dry Goods Co.
Hoopeston.—McAllister-Worthen Co.
 —Hoopeston Dept. Store. (Mr. Ost.)
Kewanee.—W. H. Lyman & Co. Inc. (F. H. Bourne.)
La Grange.—McAllister-Pittsford Co.
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 —Young & McCoombs Co-operative Store Co. (Miss A. Kilpatrick.)
Rockford.—Hess Bros. & Co. (J. Hoagland.)
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Wheaton.—Pittsford Dry Goods Co. (W. J. Pittsford.)

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Bloomington.—The Wicks Co. (Otto Rott.)
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Elkhart.—H. B. Sykes Co. (Burt Sykes.)
Evansville.—Fowler, Dick & Walker. (James R. Duncan.)
Ft. Wayne.—Steele-Meyers Co.
 —Wolf & Dessauer. (Miss Wallace.)
 —Beadell & Co., The People's Store. (Henry Beadell.)
Hammond.—Kaufman & Wolf. (Chas. P. Green.)
Indianapolis.—Pettis Dry Goods Co. (L. A. Young.)
 —L. S. Ayres & Co. (Miss Grace Thompson.)
 —Block, Wm. H., Co. (Leo Schoen.)
Kokomo.—Thalman & Levi. (J. S. Levi.)
Lafayette.—Loeb & Hene Co. (Samuel M. Loeb.)
Madison.—Daily & Roth. (Mr. Daily.)
Marion.—Boston & Big Store Co. (L. Spilman.)
Rushville.—R. H. Jones Co. (Mrs. Henchman.)
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 —Brandon, Durrell Co. (E. Hagey.)
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 —Kleeman Dry Goods Co. (M. Kleeman.)
Valparaiso.—J. Lowenstine & Sons. (G. S. Bartholomew.)

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Charles City.—The Ruste Co. (Mrs. Myrtle Lawrence.)
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Fairfield.—Wade & Bonfield. (C. W. Wade.)
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 —Herman Straus & Sons Co., Inc. (Miss J. Levi.)

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 —D. H. Holmes Co. (E. H. Pritchett.)
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 —Haskell & Armstrong Co. (Walter S. Armstrong.)
 —Porteous, Mitchell & Braun Co. (O. A. Moore.)
 —J. R. Libby Co. (Lillian M. Reardon.)
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Rumford.—Everett K. Day Co. (Miss M. McMinimin.)
 —C. H. McKenzie Co. (S. Peabody.)

Waterville.—Wardwell D. G. Co. (Mrs. Lewis.)

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—A. Eisenberg. (Chas. Herman.)

—Hochschild, Kohn & Co. (J. J. Estabrook.)

—Stewart & Co. (W. B. Stanton.)

—Baltimore Bargain House, Wholesale. B. W. Sebal.)

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Beverly.—Almy, Bigelow & Washburn.

Brockton.—James Edgar Co. (S. E. Murray.)

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—Murphy Bros. Co. (Mrs. M. A. Crowley.)

—Shepard Stores. (Mrs. Rooney.)

—Timothy Smith & Co. (G. W. Vinol.)

—R. H. White Co. (W. C. Everett.)

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—Burrows & Sanford. (H. S. Pritchard.)

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Malden.—F. N. Joslin & Co. (F. M. Loring.)

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Somerville.—Parke Snow, Inc. (Charles A. Whipple.)

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—Denholm & McKay Co. (Wm. J. Macmillan.)

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—Herpolsheimer Co. (Mrs. M. Smith.)

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—J. J. Moe & Sons Co. (Miss M. Paulson.)

Minneapolis.—The Dayton Co. (John N. Skinner.)

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—L. S. Donaldson Co. (Miss L. H. Musgrove.)

—Powers Mercantile Co. (L. H. Wells.)

St. Paul.—"The Golden Rule." (Mr. Brown.)

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—Mannheimer Bros. (I. Nichols.)

—Schuneman & Evans, Inc. (A. W. Schuneman.)

Stillwater.—The Murphy Co. (O. M. Cronquist.)

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Columbia.—The Missouri Store. (B. W. Lucas.)
Joplin.—Newman Mercantile Co. (H. O. Henderson.)
Kansas City.—Jones Store Co. (A. M. Levy.)
 —Geo. B. Peck Dry Goods Co. (P. A. McKenna.)
 —Emery Bird Thayer D. G. Co. (I. N. Thyberg.)
Springfield.—Chas. H. Heer Dry Goods Co. (Mr. Heer.)
St. Joseph.—Townsend, Wyatt & Wall Dry Goods Co. (Wood Burns.)
 —Hirsch Bros. D. G. Co. (L. H. McAdams.)
St. Louis.—Butler Bros., Wholesalers. (Wm. A. Cunningham.)
 —Famous & Barr Co. (P. J. Sefranka.)
 —B. Nugent & Bros. D. G. Co. (Miss M. MacClean.)
 —Scruggs, Vandevoort & Barney. (G. A. Klages.)
 —Stix, Baer & Fuller Dry Goods Co. (Edwin I. Hyke.)

MONTANA

- Butte*.—Symons Dry Goods Co. (J. S. Kula.)
 —Hennessy Company. (S. G. Hamilton.)
Great Falls.—Strain Bros. (G. W. Passage.)

NEBRASKA

- Hastings*.—Stein Bros. Co. (Miss L. T. Hulburt.)
Lincoln.—Miller & Paine. (Miss Helen Avery.)
 —H. Herpolsheimer Co. (H. L. Bowman.)
Omaha.—J. L. Brandeis & Sons. (W. A. Holland, care of Western B. & S. Co.)
 —Burgess-Nash Co. (Miss K. Swartzlander.)

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- Reno*.—Gray, Reid, Wright Co. (Mrs. G. M. Compton.)

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Atlantic City.—M. E. Blatt Co. (Miss S. Matthews.)
 —Schuldenfrei Dry Goods Co. (Mr. Parker.)
Burlington.—R. G. Dunn.
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 —The Goerke Co. (W. Liebeskind.)
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 —Waldman Bros. (Mrs. C. E. Brown.)
Auburn.—The Henderson Fowler Co.
Binghamton.—Fowler, Dick & Walker. (Miss Harriet B. Mason.)
 —Hills, McLean & Haskins. (Miss Butler.)
 —Rosenthal & Rubin, Inc.
Brooklyn.—Abraham & Straus. (Mrs. Kelly.)
 —H. Batterman Co. (C. J. Bernard.)
 —Burden & Co., Inc. (H. Ryan.)
 —The McCormick Store. (Miss G. Smith.)
 —Levi Bros. & Co. (George W. Hirsch.)
 —Frederick Loeser & Co. (Miss E. Hubley.)
 —J. D. Wilson & Son. (C. Mulholland.)
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 —J. N. Adams & Co. (Miss H. J. Hall.)
 —The Wm. Hengerer Co. (Miss T. J. Cummings.)
 —E. W. Edwards & Son. (Miss H. Feldman.)
Cohoes.—R. Wilcox. (Miss L. Leonard.)
Corning.—Wing & Bostwick. (Mr. Perry.)
Elmira.—Sheehan, Dean & Co. (Charles Dean.)
Glens Falls.—Boston Store. (Mr. Bazinet.)
Gloversville.—Argersinger Co., Inc., (W. A. Dockstader.)
Haverstraw.—Baum Bros. (C. K. Baum.)
Herkimer.—H. C. Munger Co. (Mr. Bacheller.)
Hoosick Falls.—M. Lurie & Co. (Mr. Brahan.)
Hudson.—Marsh & Backman. (Miss Potts.)

- Ithaca*.—Rothschild Bros. (Leon D. Rothschild.)
Jamestown.—Jones & Audette. (C. L. Audette.)
 —Abrahamson & Bigelow Co. (Herbert Hough.)
Lockport.—Jenss Brothers. (Ernst Jenss.)
Malone.—Wm. P. Empsall & Co., Inc., (Wm. P. Empsall.)
Mt. Vernon.—Genung-McArdle & Campbell. (Miss Balis.)
New Rochelle.—Ware's Department Store. (Miss I. Fowler.)
New York City.—Adams, Flanigan Co. (Charles Cross.)
 —Adams Senior Co. (Miss K. M. McGoven.)
 —Barnett Bros. (Miss L. Bergman.)
 —Best & Co. (Miss E. Cugell.)
 —Bloomington Bros. (Womrath & Peck.)
 —L. M. Blumstein. (Mr. Mahrer, Jr.)
 —Butler Bros., Wholesalers.
 —John Daniell & Sons. (Mrs. Jeannot.)
 —Gimbel Brothers. (Miss Alice M. Dempsey.)
 —James A. Hearn & Son. (Mrs. L. Jones.)
 —H. C. F. Koch & Co. (Miss Conklyn.)
 —The Lord & Taylor Book Shop, (C. R. Crowell.)
 —R. H. Macy Co. (Miss Grace Gaige.)
 —James McCreary & Co. (H. Kingston.)
 —Francis Rogers & Son. (Miss McKay.)
 —Rothenberg & Co. (H. J. Palmer.)
 —James R. Senior, Inc. (Roy M. Senior.)
 —Stern Brothers. (Miss Uhlenbush.)
 —Syndicate Trading Co., Wholesalers.
 —John Wanamaker. (George Crvan.)
 —L. Wertheimer Dept. Store Co. (Mrs. R. F. Koester.)
Newburgh.—John Schoonmaker & Son. (F. A. Munger.)
Niagara Falls.—Jenss Bros. (Ernest Jenss.)
 —Niagara Dry Goods Co. (L. Deitzel.)
 —Beir Bros. (Miss Judge.)
Ogdensburg.—Nathan Franks Sons. (Leo Frank, Mrs. Julia Flaherty.)
Olean.—Bradner's Dept. Store (Mr. Allen.)
 —Up-to-Date "Variety Store." (F. H. Norton.)
Oneonta.—Oneonta Dept. Store. (L. Bresee.)
Oswego.—Geo. H. Campbell & Co. (Geo. H. Campbell.)
Peekskill.—Berger's Dept. Store. Mr. Harding.)
Penn Yan.—The Metropolitan. (Mr. Hamlin.)
Poughkeepsie.—Luckey, Platt & Co. (R. Weyent.)
 —Wallace Co. (C. A. Brundige.)
Rochester.—Duffy Powers Co. (Miss Terwilliger.)
 —E. W. Edwards & Son. (J. Ward.)
 —Sibley, Lindsay & Curr Co. (R. G. Powers.)
Rome.—F. E. Bacon Co. (Mrs. Lillian Carr.)
Schenectady.—H. S. Barney Co. (Miss Elizabeth A. Ledger.)
 —The Boston Store. (Edw. Hooley.)
 —The Wallace Co. (Clarence Brundige.)
Syracuse.—E. W. Edwards & Son. (Mrs. R. Towney.)
 —Chappell, Dyer Co., Inc. (W. A. Dyer.)
 —Dey Bros. & Co. (John B. Murphy.)
 —Hunter's Inc. (Mr. Scarf.)
 —Syracuse Dry Goods Co. (J. W. Gersbacher.)
Troy.—Wm. H. Frear & Co. (R. V. Page.)
 —Gay Company. (Miss Taylor.)
Utica.—A. S. & T. Hunter. (Mrs. Miskimmer.)
 —Robert Frazer. (John T. McDermott.)
 —John A. Roberts & Co. (Miss Clara Brown.)
Watertown.—Frank A. Empsall & Co. (H. Savage.)
Yonkers.—Marshall-Matheson Co. (W. S. Adler.)
- NORTH CAROLINA
- Wilmington*.—Efird's Dept. Store. (M. C. Efird.)
- NORTH DAKOTA
- Grand Forks*.—R. B. Griffith Co. (F. C. Bundlie.)
Valley City.—The Fair. (C. J. Olsen.)
- OHIO
- Akron*.—The M. O'Neill Co. (William E. Glass.)
Ashland.—The Home Co. (Ellsworth Shinn.)
Ashtabula.—D. L. Davis Co. (D. L. Davis.)
Cambridge.—Potter-Davis Co. (M. Hood.)
Canton.—Wm. R. Zollinger & Co. (Harry C. Zollinger.)
Cincinnati.—Hanke Bros. Co. (R. L. Davis.)
 —The Fair Co. (Miss Ada L. Flynn.)
 —McAlpin Co. (Miss B. McShane.)
Cleveland.—Halle Brothers Co. (Miss V. S. Hutchinson.)
 —Fries & Schuele. (Charles Meyers.)
 —Higbee Book Shop—(Doubleday Page & Co.) (N. J. Stevenson.)
 —The May Co. (J. E. Williams.)
 —John Meckes Sons Co. (W. Meckes.)
 —The Stearn Co. (Miss Ford.)
Columbus.—Columbus Dry Goods Co. (R. H. Schneff.)
 —F. R. Lazarus Co. (W. J. Huber.)

Dayton.—Aider & Childs.
 —Elder & Johnson Co. (Fred Fleischauer.)
 —W. F. Oelman & Co.
 —Rike-Kumler Co. (Miss P. M. Hale.)
 Findlay.—C. F. Jackson Co. (George Stringfellow.)
 Hamilton.—Robinson-Schwenn Co. (Mr. Schwenn.)
 Lima.—Deisel Co.
 Middletown.—The John Ross Co. (John Ross.)
 Mount Vernon.—Woolson Co. (E. T. Guidor.)
 Norwalk.—C. F. Jackson Co. (F. E. Hartee.)
 Portsmouth.—Anderson Bros. Co. (E. C. Hood.)
 Sandusky.—Herb & Meyers Co. (A. F. Macmillan.)
 Sidney.—The Thedrick's Dept. Store. (Frank Thedrick.)
 Springfield.—The Edw. Wren Co. (L. B. Haughey.)
 Toledo.—LaSalle & Koch Co. (Doubleday, Page & Co.)
 —Lion Store. (Mrs. E. H. Hubbard.)
 Youngstown.—G. M. McKelvey & Co. (George Holsinger.)
 —The Strouss-Hirschberg Co. (T. O'Hara.)

OKLAHOMA

Ada.—Shaw's Department Store. (Mr. Shaw.)
 Guthrie.—F. O. Lutz Dry Goods Co. (A. Baker.)
 Oklahoma City.—Rorabaugh Brown D. G. Co. (H. H. Kinnamon.)
 —Gloyd-Halliburton Co. (J. C. Halliburton.)
 Tulsa.—Halliburton Abbot D. G. Co. (C. F. Hawkins.)

OREGON

Portland.—Meier & Frank Co. (Vivian P. Cooley.)
 —Olds, Wortman & King. (Mrs. Kate Armsbee.)

PENNSYLVANIA

Allentown.—Hess Bros. (Mrs. M. Goepel.)
 —H. Leh & Co. (Miss Lillian Snyder.)
 —Zollinger-Harnard Co. (Miss Bessie Saunders.)
 Altoona.—Wm. F. Gable & Co. (Sidney S. Koch.)
 Barnesboro.—Richard Scollon Co.
 Bethlehem.—The Bush & Buhl Co. (Mr. Stecher.)
 Bradford.—Leslie H. Russ.
 Butler.—W. J. Offut Co. (Charles R. Kriner.)
 Carlisle.—S. W. Haverstick.
 Clearfield.—Leitzinger Bros. (J. Leitzinger.)

Connellsville.—Wright Metzler Co. (Robert Evans.)
 Danville.—P. C. Murray & Son. (Charles Murray.)
 Easton.—Bush & Buhl Co. (Miss Florence Waite.)
 —Wm. Laubach & Sons. (Charles M. Laubach.)
 Erie.—Erie Dry Goods Co. (A. E. Smith.)
 —Trask, Prescott & Co. (A. R. Womrath.)
 —Osborne-Norman Co. (C. O. Birkland.)
 Harrisburg.—Pomeroy's, Inc. (L. V. Harvey.)
 Hazelton.—Fowler D. G. Co. (H. A. Schmall.)
 Johnstown.—Penn Traffic Co. (Roland A. Gibson.)
 Lancaster.—Leinbach & Co. (Charles Wagner.)
 —The Donovan Co. (Mrs. Myers.)
 —Watt & Shand. (Edward G. Ely.)
 —L. B. Herr & Son. (E. Herr.)
 Lebanon.—Bon-Ton Department Store. (Miss Dampman.)
 Lewiston.—E. E. McMeen & Co. (Ralph McMeen.)
 McKeesport.—J. D. O'Neil Co.
 Monessen.—A. R. Ney Co. (A. R. Ney.)
 New Castle.—New Castle Dry Goods Co. (G. C. Fox.)
 —W. J. Offut Co. (Charles R. Kriner.)
 New Kensington.—H. R. Wainwright & Co. (Miss Fanny Ross.)
 Oil City.—C. H. Smith & Sons Co. (Mr. Nichols.)
 Philadelphia.—Gimbel Bros. (Benedict Freud.)
 —Lit Bros. (Miss K. A. Callan.)
 —N. Shellenburg & Co. (Edward Schlamm.)
 —Strawbridge & Clothier. (Fred F. Matison.)
 —John Wanamaker. (Walter H. Cox and W. B. Easton.)
 Pittsburgh.—Boggs & Buhl, Inc. (A. K. Betteridge.)
 —Joseph Horne Co. (J. C. Kemp.)
 —Kaufman & Baer Co. (Western Book & Stationery Co.) (J. Frey.)
 —Kaufman's. (Wm. McGhee.)
 Pittston.—Gompertz Dept. Store. (Mr. Asherbrand.)
 Pottsville.—Pomeroy's, Inc. (Miss Watson.)
 Reading.—Pomeroy's, Inc. (C. C. Chrismer.)
 Rochester.—A. D. Brown & Co. (A. D. Brown.)
 Stroudsburg.—A. B. Wyckoff. (Miss I. McCarthy.)
 Scranton.—Scranton Dry Goods Co. (Mrs. F. Squires.)

Titusville.—Cohn & Oakleaf. (Mr. Cohn.)
Tyrone.—Templeton Co. (Mr. Templeton.)
Uniontown.—Rosenbaum Bros. (I. Rosenbaum.)
 —Wright, Metzler Co. (Miss F. Starr.)
Warren.—Smith-Metzler-Wright Co. (B. Marks.)
Washington.—The Vera Co. (Mrs. Vera.)
Wilkes-Barre.—MacWilliam's. (Miss Robertson.)
 —Fowler, Dick & Walker. (Thomas F. Hefferman.)
Williamsport.—Bush & Bull Co. (J. T. O'Brien.)

RHODE ISLAND

Newport.—The King McLeod Co. (J. H. Barrett.)
 —Wm. Leys D. G. Co.
Pawtucket.—Shartenberg & Robinson Co. (S. F. De Lorey.)
Providence.—Callender, McAuslan & Troup Co. (R. F. Meyersahm.)
 —J. Samuels & Bros. (F. Hilton.)
 —The Shepard Co. (Mrs. L. C. Brinkerhoff.)
Woonsocket.—The Harris & Mowry Co. (J. W. Chaput.)

TENNESSEE

Chattanooga.—Miller Bros. Co. (I. C. Sieving.)
Knoxville.—Anderson-Dulin - Varnell Co. (Lyle Brunner.)
 —Caldwell Edington Dept. Store. (E. F. Caldwell.)
 —The M. M. Newcomer Co. (H. C. Eisenberg.)
Memphis.—J. Goldsmith & Sons Co. (David S. Levey.)
 —B. Lowenstein & Bros., Inc. (Mrs. J. C. Sparkman.)
Nashville.—Castner, Knott D. G. Co. (E. Zeller.)
 —Lebeck Bros. (J. B. Powrie.)

TEXAS

Austin.—E. M. Scarbrough & Sons. (S. H. Sherman.)
Dallas.—Sanger Bros. (Miss B. Prager.)
Danton.—The Fair Store, Campbell & Kee.
Forth Worth.—Schermerhorn Co. (Mack Pegues.)
 —W. C. Stripling Co. (W. B. Teel.)
Galveston.—Fellman Dry Goods Co.
Houston.—W. C. Munn Co., Inc. (Mrs. M. Hooks.)
San Antonio.—Wolff & Marx Co. (A. F. Dugosh.)
 —Joske Bros. Co. (Miss D. Schmieding.)

UTAH

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Salt Lake City.—Auerbach Co. (H. O. Shepard.)

—Zion's Co-op. Inst. (W. W. Beattie.)

VERMONT

Montpelier.—The McCuen Store. (Miss F. Jerome.)
Rutland.—Combination Cash Store.

VIRGINIA

Norfolk.—Miller, Rhodes & Swartz, Inc. (Wm. Schneer.)
Richmond.—Miller & Rhoades, Inc. (Miss Luella Duzan.)
 —The Cohen Co., Inc. (L. F. Sycle.)
Roanoke.—G. MacBain Co. (J. L. Mason.)

WASHINGTON

Everett.—The Grand Leader Dry Goods Co. (E. Hellenthal.)
Seattle.—The Bon Marché. (Miss Palm.)
 —Frederick & Nelson. (Gertrude Andrus.)
Spokane.—Kemp & Herbert. (Miss Dyer.)
 —Spokane Dry Goods Co. (C. T. Gillette.)
 —Palace Store Co. (E. G. Davis.)
Tacoma.—Rhodes Bros. (F. J. Le-Penskey.)
Walla Walla.—Hanger & Thompson. (Mr. Hanger.)

WEST VIRGINIA

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Fairmont.—J. M. Hartley & Son Co. (Miss M. Byrne.)
Huntington.—Deardorff-Sisler Co. (H. C. Deardorff.)
 —Anderson Newcomb Co. (R. F. Beckett.)
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Fond-du-lac.—O'Brien D. G. Co.
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La Crosse.—Wm. Doerflinger Co. (Mrs. C. White.)
Madison.—Loken Bros. (Miss G. La Moe.)
Marinette.—Lauerman Bros. Co. (Louis Peter.)
Milwaukee.—Gimbel Bros.
 —Ed. Schuster & Co., Inc. (R. Darronogue.)
Oshkosh.—The Henderson-Hoyt Co. (Miss Strehlow.)
Sheboygan.—H. C. Prange Co. (Emil Barth.)
Superior.—Lightbody, Wingate Co. (Helen Scharte.)
 —Rothe Bros. Co. (Margaret Collins.)
Wisconsin Rapids.—Johnson-Hill Co. (R. F. Johnson, Oscar Lynn.)

WYOMING

Sheridan.—Stevens, Fryburger & Co. (V. H. Green.)

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Ade, George

The college widow; a pictorial comedy in 4 acts; rewritten and rev. 112p. il. D (French's stand. lib. ed.) c. '24 N. Y., Samuel French pap. 75 c.

The county chairman; a comedy drama; rewritten and rev. 118p. il. D (French's stand. lib. ed.) c. '03, '24 N. Y., Samuel French pap. 75 c.

Father and the boys; a comedy-drama; rewritten and rev. 120p. il. D (French's stand. lib. ed.) c. '24 N. Y., Samuel French pap. 75 c.

Just out of college; a light comedy in 3 acts; rewritten and rev. 120p. D (French's stand. lib. ed.) c. '24 N. Y., Samuel French pap. 75 c.

Alden, Raymond MacDonald

The knights of the silver shield. 48p. il. D [c. '23] Indianapolis, Bobbs Merrill 50 c.

Allport, Floyd Henry

Social psychology. 467p. (bibls.) diagrs. D [c. '24] Bost., Houghton \$2.50

Andrews, Matthew Page

Brief history of the U. S. 455p. il. (col. front.) maps D [c. '16-'24] Phil., Lippincott \$1.20

History for elementary schools.

Arthur, William

Appraisers and adjusters handbook. 634p. il. S c. N. Y., U. P. C. Bk. Co. \$3.50

Home builders' guide; 2nd ed. 186p. il. D '23 c. N. Y., U. P. C. Bk. Co. \$1

Azarin, pseud. [José Martinez Ruiz]

Don Juan; tr. from the Spanish by Catherine Alison Phillips. 144p. D '24 N. Y., Knopf \$2

A combination of fiction and satire, telling the

story of the second coming of Don Juan and picturing life in a small Castilian town.

Bachofen, Charles Augustine

The pastor, according to the new Code of canon law. 340p. D '23 St. Louis, B. Herder Bk. Co. apply

Barnes, George Nicoll

From workshop to war cabinet; with introd. by David Lloyd George. 328p. front. (por.) D '24 N. Y., Appleton \$2.50

The autobiography of a former Labor member of Parliament and a member of the British war cabinet.

Barnes, Harry Elmer

Sociology and political theory. 150p. D '24 N. Y., Knopf \$2

Bax, Clifford

Up stream; a drama in three acts. 85p. D (British drama league lib. of modern British drama, no. 3) '23 N. Y., Brentano's bds. \$1.25

Bell, Eleanora

Bits of dreams [verse]. 36p. D [c. '23] Bost., Stratford \$1

Bell, W. D. M.

The wanderings of an elephant hunter. 196p. il. O ("Country life" lib.) '23 N. Y., Scribner bds. \$7.50

Bessieres, Abbé A

Louis Manoha; tr. from the French by Rev. I. Domestici. 97p. D '23c. Bost., Stratford \$1.25

The pathetic tale of a little French mountaineer lad, dying long before he entered his teens.

Block, K. S.

Ludus coventriae, or the plaie called Corpus Christi, cotton ms. Vespasian D. viii. 464p. il. O (Early Eng. text soc., extra ser. no. 120) '22 N. Y., Oxford \$12

Applegarth, Margaret T.

Color blind; a missionary play in 3 acts. various p. D [c. '23] N. Y., Doran pap. apply

Board of Christian Educ. of the Presbyterian Church in the U. S. A.

Pupil's stories [a package of 21 lessons leaflets].

no p. il. O (Westminster text-books of religious educ., primary dept., 1st yr.) [n. d.] Phil., [Author], Witherspoon Bldg. pkg. 25 c.

Supplemental activities; the Westminster text-books of religious educ., primary dept., 1st yr., lessons 1 to 21. no p. O [n. d.] Phil., [Author], Witherspoon Bldg. pap. 25 c.

Bodenheim, Maxwell

Crazy man. 238p. D [c. '24] N. Y., Harcourt \$2

The realistic story of a shop girl and a New York sinner who works out for himself an altruistic formula of life.

Bower, B. M., pseud. [Mrs. Robert Ellsworth Cowan, formerly Mrs. Bertrand William Sinclair]

The eagle's wing; a story of the Colorado. 305p. front. D c. Bost., Little, Brown \$2

An old-time Indian fighter leaves to his grandson a clue to a long-hidden gold mine in Idaho, and out of the search for this grows a love story with a picturesque setting.

Bradley, Alice

The candy cook book; new rev. ed. 228p. il. D '24 c. '17, '24 Bost., Little, Brown \$1.75

The author is principal of Miss Farmer's School of Cookery in Boston.

Brown, Nelson Courtlandt

The American lumber industry. 279p. il. map D '23 c. N. Y., Wiley \$3

Chambers's encyclopædia; a dictionary of universal knowledge; ed. by David Patrick and William Geddies. New ed., 10 v.; v. 3, Catarrh to diophantus. 836p. il. maps Q '23 Phil., Lippincott \$75 set

Cheney, Genevieve H.

French idioms and phrases; with exercises for practical use. 79p. O [n. d.] Bost., Ginn pap. 76 c.

Collins, George Rowland

Platform speaking; a practical study for business and professional men. 351p. D [c. '23] N. Y., Harper \$2.25

Conrad, Lawrence H.

Temper. 305p. D c. N. Y., Dodd, Mead \$2

A story of life in an automobile factory and the struggle of an unskilled laborer to find some measure of success there.

Conwell, Russell Herman, D.D.

Borrowed axes, and other sermons. 119p. front. (por.) D [c. '23] Phil., Judson Press \$1.25

Cowley, A.

Aramic papyri of the fifth century, B. C.; ed., with translation and notes. 352p. O '23 N. Y., Oxford \$7

Crawford, S. J., ed.

The Old English version of the Heptateuch; Aelfric's treasure on the Old and New Testament and his preface to Genesis, etc. 454p. front. O (Early Eng. text soc.; original ser. no. 160) '22 N. Y., Oxford \$16.80

Croce, Benedetto

Goethe. 208p. D '24 N. Y., Knopf \$2.75

D'Albe, Edmund Edward Fournier

The life of Sir William Crookes; with a foreword by Sir Oliver Lodge. 431p. il. O '24 N. Y., Appleton \$7.50

As the discoverer of thallium, the name of Sir William Crookes stands in the forefront of modern scientists. His biography covers a brilliant period in the development of science in England.

Doyle, Edward

Freedom, truth and beauty; sonnets; 2nd rev. ed. 81p. O [c. '21] N. Y., Manhattan & Bronx Advocate, 1712 Amsterdam Ave.

pap. \$1.50

Dunn, Joseph Allan

The water-bearer. 312p. D c. N. Y., Dodd, Mead \$2

A story, largely set in the outdoors of California, with the plot centering about the water supply of a large city.

Eldridge, Seba

Political action; a naturalistic interpretation of the labor movement in relation to the state. 400p. (bibl. footnotes) D (Lippincott's sociological ser.) [c. '24] Phil., Lippincott \$2

Ellis, Merton G.

Making them grow; a treatise on the rapid propagation of the new and higher priced gladioli. 118p. il. D c. '23 Portland, Ore., Merton G. Ellis Test Gardens, 325A Custom-house \$3.50

Farrell, Anna E.

Gleanings [verse]. 82p. D [c. '23] Bost., Badger bds. \$2

Ferber, Edna

So big. 360p. D c. Garden City, N. Y., Doubleday \$2

Dirk De Jong, a very correct young man of the fashionable set, is the center of his mother's life and of the novel's interest. The story vibrates between Chicago's North Shore and High Prairie, a Dutch district southwest of Chicago.

Ferris, Mary B.

Doodle bug book of songs for children. 56p. il. (pt. col.) Q '23 N. Y., Harold Flammer, 57 W. 45th St. \$2.50, pap. \$1.50

Field, Bradda

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Information for the amateur dressmaker, illustrated with diagrams.

Foakes-Jackson, Frederick John

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A number of these sketches on the aspects of primitive Christianity to the accession of Constantine have previously appeared in the Churchman.

Carroll, D. D.

Studies in citizenship for women, a program for women's clubs; rev. ed. 43p. O (Univ. of North Carolina ext. bull.; v. 3, no. 5) '23 Chapel Hill, N. C., Univ. of North Carolina Press pap. apply

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Fighting rust with sublimed blue lead; an assembly of facts concerning the properties and uses of sublimed blue lead. 80p. il. O '23 c. Chic., [Author] 25 c.

Eddy, Sherwood

Russia, a warning and a challenge. no p. D (Christianity and world problems ser., no. 2) '23 N. Y., Doran pap. 10 c.

- Foster, William S.**
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Claw and fang; stories of animal adventure; with il. by Warwick Reynolds. 320p. il. D [n. d.] N. Y., Harcourt \$2.75
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Come! let us walk together; a series of inspirational editorials from The Sporting Goods Salesman and other periodicals. 120p. D [c. '23] N. Y., Forest and Stream Pub. Co. bds. \$1
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The story of the way in which food comes to the consumer, beginning with the raw material and problems of actual production, and ending with a chapter on food distribution by the government. Written for the general reader as well as the student of agriculture and domestic science.
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- Holst, Helge and Kramers, H. A.**
The atom and the Bohr theory of its structure. 210p. il. O '24 N. Y., Knopf \$4
- Hughes, W. E.**
Modern electro-plating; a guide-book for platers, chemists and engineers. 168p. il. O (Oxford technical pubs.) '23 N. Y., Oxford \$5.35
- Hugo, Victor**
Les misérables; édition scolaire moderne avec explication du texte, revue de la grammaire, exercices d'assimilation, et vocabulaire par Léopold Cardon et Alice Cardon. 246p. il. S [c. '23] N. Y., Scribner 88c.
- Humy, Fernand Emile d'**
Conscience and success. 111p. D '23 N. Y., McDevitt-Wilson's bds. \$1
-
- Educational directory, 1922-1923.** 182p. O (Dept. of the Int.; bur. of educ.; bull., 1922, no. 50) '23 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 15 c.
- Eskiel, Ragna B.**
Propping the triangle; a little theatre playlet. 11p. D (Denison's little plays) [c. '23] Chic., T. S. Denison pap. 25 c.
- Federal Reserve Bank of N. Y.**
Charts comprising exhibit of Federal reserve system at annual convention of American Bankers Assn., Sept. 24-27, 1923. 28p. il. O N. Y., [Author] gratis
- Fewkes, J. Walter**
Additional designs on prehistoric Mimbres pottery. 46p. il. O (Smithsonian miscellaneous colls., v. 76, no. 8) '24 Wash., D. C., Smithsonian Inst. pap. apply
- Fitzgerald, James Joseph**
Insurance against marketing losses. 40p. il. O c. '23 Chic., American Institute of Agriculture apply
- Grover, Nathan C.**
Surface water supply of the U. S., 1919 and 1920; pt. 2, south Atlantic slope and eastern Gulf of Mexico basins. 80p. il. O (Dept. of Int., U. S. geol. sur.; water-supply pap. 502) '23 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 10 c.
- Hadow, Sir W. Henry**
William Byrd, 1623-1923. 22p. O (Proc. of British Academy, v. 11) '23 N. Y., Oxford pap. 35 c.
- Hobbs, Mary Thomas**
Planning and furnishing a home; a program for women's clubs. 29p. O (Univ. of North Carolina ext. bull.; v. 3, no. 4) '23 Chapel Hill, N. C., Univ. of North Carolina Press pap. apply

Institute of American Meat Packers

The packing industry. 357p. il. O (Materials for the study of business) '24 Chic., Univ. of Chic. Press \$3

Julier, Arthur H. G.

The man with the face. 200p. front. D '23 c. Bost., Stratford \$2

A novel of a homely man whose face was completely transformed by plastic surgery and who, after a strange disappearance, returned to his former home unrecognized, there to resume life under an assumed name.

Keech, Mabel Louise

The homemaker, trained by kitchen-garden methods. 150p. il. O [c. '12, '24] Phil., Lippincott \$2.50

Kellermann, Bernard

The sea; tr. from the German by Sasha Best. 281p. D c. N. Y., McBride \$2

A romance of Breton fisherfolk; a tale of rude and lawless loves and of fierce battles with the sea, set against a primitive but picturesque background.

Kellogg, Royal S.

Pulpwood and wood pulp in North America. 270p. il. O '23 N. Y., McGraw-Hill \$4
Dealing with the economic problem of securing an adequate supply of paper.

Kinney, Henry Walsworth

Broken butterflies. 323p. D c. Bost., Little, Brown \$2

The story of Hugh Kent, a San Franciscan, and his contact, as a newspaper man, with modern political and social life in Tokyo.

Knight, Lucian Lamar

Stone mountain, or The lay of the gray minstrel. 288p. il. D '23 c. Atlanta, Ga., Johnson-Dallis Co. \$2.90

"An epic poem in twenty-four parts commemorative of the South's confederate, pre-historic, colonial, revolutionary, and world war days; to which are added a number of other poems and a few prose selections."

Knoop, Baroness Freda de

Pauline. 351p. D c. N. Y., Appleton \$2
Pauline's journey from childhood thru marriage, love and disillusionment to final freedom is the search of a woman's soul for self-realization.

Langland, James

The Chicago Daily News almanac and year-book for 1924; fortieth year. 1024p. D c. '23 Chic., Chicago Daily News Co. 75 c.

Lee, Henry J., ed.

Brooklyn Daily Eagle almanac, 1924; a book of information general, of the world,

and special of New York city and Long Island; v. 39. 628p. O c. '24 Brooklyn, N. Y., Brooklyn Daily Eagle \$1.50

Lefferts, Walter

Our country's leaders and what they did for America. 366p. il. D [c. '19, '24] Phil., Lippincott \$1.05

Written for children approximately of grade 5 of the elementary school.

Leslie, Shane, i.e. John Randolph Shane

Doomsland. 370p. D '24 N. Y., Scribner \$2.50

A romantic novel, laid in the turbulent Ireland of the last twenty or thirty years, and centering around a hereditary Protestant landowner and his two sons.

Lewis, Carolyn M.

Carols of Carolyn. 78p. S (Beverly booklet no. 1) [c. '23] Detroit, Mich., F. K. Stearns bds. \$1

A small book of verse.

Lorenz, Daniel Edward

The 'round the world traveller; a complete summary of practical information. 464p. (bibls.) il. maps D [c. '24] N. Y., Revell \$5

Especially prepared for people who visit only the more important centers of the Far East. It is similar in scope to the author's "New Mediterranean Traveller," and includes a survey of history, government, international relations, religions and customs, etc., with information about sight-seeing, hotels, conveyances, and money.

Lowe, Ephraim Noble

The Tishbite; a story. 65p. D '23 c. Bost., Stratford \$1

An interpretation of Elijah, the Tishbite, a prophet of Israel.

McFarland, Joseph, M.D.

Fighting foes too small to see. 309p. il. O c. Phil., F. A. Davis \$2.50

A popular treatment of microbiology founded on a series of lectures given at the Wagner Free Institute of Philadelphia in 1921.

McGiffert, Arthur Cushman

The God of the early Christians. 200p. (bibl. footnotes) D c. N. Y., Scribner \$1.75

The Nathaniel William Taylor lectures given before the Divinity School of Yale University in October, 1922.

Mackail, Denis George

Summertime. 350p. D '24 Bost., Houghton \$2

A light-hearted romance etched against a London background in summer. David Lawrence, who figured in "Romance to the Rescue," appears again.

Johnson, Larry E.

Our village band; a one-act novelty for band organizations. 25p. D (Denison's specialties) [c. '23] Chic., T. S. Denison pap. 30 c.

Trouble brewing; a one-act comedy. 26p. D (Denison's little plays) [c. '23] Chic., T. S. Denison pap. 25 c.

Lawson, Francis Marion

The success complex. 96p. S '23 Chic., Period Pub. Co. apply

McConnell, Lincoln

Who was Jesus? 90p. D [c. '23] Chic., Glad Tidings Pub. Co. apply

Marshall, William B.

New pearly fresh-water mussels from Mexico and Uruguay. 4p. il. O (Proc. of U. S. Nat'l Museum, v. 63, art. 16, pp. 1-4) '23 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Matson, Charlotte

Books for tired eyes; a list of books in large print. 40p. O '23 Chic., American Library Assn. pap. apply

Nardin Quarterly

Buds of promise; a garland of verses by high school students, reprinted from the Nardin quarterly, with a foreword by Mary Synon. various p. il. D '23 Buffalo, N. Y., Nardin Academy apply

Martin, Geoffrey

Triumphs and wonders of modern chemistry; a popular treatise on modern chemistry and its marvels, written in non-technical language for general readers and students; new and rev. ed. 389p. il. D '23 N. Y., Van Nostrand \$3

Mateer, Florence

The unstable child; an interpretation of psychopathy as a source of unbalanced behavior in abnormal and troublesome children. 483p. (5p. bibl.) D c. N. Y., Appleton \$2.75

The first book to explain the source of the unbalanced behavior of the maladjusted child. The author is a specialist in corrective education in the Mental Hygiene School, Columbus, Ohio.

Meredith, Mark, ed.

What editors and publishers want; 1924 ed., being the continuance of sections of The literary year book. 275p. D [23] N. Y., R. R. Bowker Co. \$1.25

Meyer, Agnes E.

Chinese painting as reflected in the thought and art of Li Lung-Mien, 1070-1106. 263p. (bibl. footnotes) il. Q '23 c. N. Y., Duffield bds. \$10

Outlines the origins, the growth and the gradual decay of Chinese art.

Meynell, Alice, ed.

The school of poetry; an anthology chosen for young readers. 241p. front. (por.) O '24 N. Y., Scribner \$2.50

A selection of one hundred and forty poems for young people, from Shakespeare to the present day.

Milne, Alan Alexander

The Dover road; an absurd comedy in three acts. 72p. il. O (French's stand. lib. ed.) c. '23 N. Y., S. French pap. 75c.

The text of a play successfully produced in New York two seasons ago.

Moore, Rebecca Deming

When they were girls; il. by Mabel Betsy Hill; ed. by Helen Mildred Owen. 192p. il. D [c. '23] Dansville, N. Y., F. A. Owen Pub. Co. 60c.

Twenty-four delightful stories of famous American women, giving some outstanding characteristics in the girlhood of each and showing the relationship between these qualities in girlhood and the achievements of adult life.

More, Brookes, i.e. James Brookes

The ring of love [verse]. 200p. il. O '23 Bost., Cornhill \$4.50

Sweet Maggie McGee—Red cross nurse; Ovid's Metamorphoses—I. 158p. il. D c. '18, '23 Bost., Cornhill \$2

Moreton, David Penn

Electrical equipment of the motor car; 3rd ed. 600p. il. S c. N. Y., U. P. C. Bk. Co. \$3.50

Myers, V. C.

Practical chemical analysis of the blood. 235p. (bibl.) il. O c. St. Louis, C. V. Mosby \$5

Ostrander, Isabel Egerton

Annihilation. 310p. D c. N. Y., McBride \$2

The story of a series of mysterious and baffling events that terrorize the dwellers in a fashionable quarter of New York.

Patten, Simon Nelson

Essays in economic theory. 450p. O '24 N. Y., Knopf \$5

Patton, Cornelius Howard

The business of missions. 301p. D c. N. Y., Macmillan \$2

A book for the practical churchman, showing that the mission business under the control of the American Board of Commissioners for Foreign Missions is the biggest human enterprise under one general management in the world.

Phillpotts, Eden

Cherry-stones [verse]. 69p. D c. N. Y., Macmillan \$1.25

Pritchard, Frederick H., ed.

Essays of to-day; an anthology. 271p. D c. Bost., Little, Brown \$2

Thirty-four essays by English writers of the twentieth century.

Rambush, N. E.

Modern gas producers. 564p. il. O '23 N. Y., Van Nostrand \$15

Rauanheimo, Betty Järnefelt

A mother's farewell letters. 96p. D '23 c. Minneapolis, Minn., Augsburg Pub. House \$1

A series of advisory letters from a mother to her daughter.

Reed, Thomas Harrison

Government and politics of Belgium. 213p. D (Government handbks.) c. Yonkers, N. Y., World Bk. Co. \$1.60

Richardson, Dorothy M.

The book of Blanche. 358p. D c. Bost., Little, Brown \$2

The career of the daughter of a Polish countess and a great violinist whose gift she inherited.

Rollins, Hyder E.

Analytical index to the ballad entries in the Stationers' register. 300p. O '24 Chapel Hill, N. C., Univ. of North Carolina Press \$4; pap. \$3

Stark, Mabel Claire, and Whittlesey, Derwent S.
Major geographic regions of North America. 45p. (bibl. footnotes) il. Q (Geographic region ser., monograph no. 2) '23 c. Normal, Ill., McKnight & McKnight pap. 50c.

Stewart, Robert Armistead

Goldstairs [negro verse]. no p. O '23 c. Richmond, Va., Dietz Pr. Co. pap. apply

Stimson, Saxe Churchill

The age of achievement [verse]. 57p. D [c. 23] Milwaukee, Wis., [Author], 2320 Chestnut St. \$1

New York Times classified advertising manual for advertising agents; rules applying to classified advertisements, with instructions to agents. 36p. Q '24 N. Y., New York Times pap. apply

New York Univ. Bureau of Business Research

Mortality among magazine advertisers. 27p. Q [c. '23] N. Y., [Author] pap. \$1

Smithsonian Institution. U. S. National Museum

Report on the progress and condition of the U. S. nat'l museum for the year ending June 30, 1923. 205p. front. O '23 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. 50c.

Rosbrook, Alden I.

Rosbrook on New York corporations; 2nd ed. 1867p. O Albany, N. Y., Matthew Bender buck. \$15

Rosenkampff, Arthur Henry, and Wallace, William Carroll

Bookkeeping principles and practice; an introductory course. 333p. il. O '23 N. Y., Prentice-Hall \$1.50

Royal, George

Text-book of homeopathic theory and practice of medicine. 689p. O '23 c. Phil., Boericke & Tafel \$6.50

Sang, Ly Yu

Sparrow: the Chinese game called Ma-ch'iau; a descriptive and explanatory story. 141p. il. D [c. '23] N. Y., The Long Sang Ti Chinese Curios Co., Inc., 323 Fifth Ave. \$2

Sayler, Oliver Martin, ed.

Max Reinhardt and his theatre; translations from the German by Mariele S. Gudernatsch and others. 404p. il. (pt. col.) O [c. '24] N. Y., Brentano's \$7

Max Reinhardt is the foremost figure in the theatres of Central Europe and is just now attracting particular attention in America because of his remarkable production of "The Miracle." This book is a kind of Domesday Book on the subject of his art comprising varied analyses of all phases of his activity in the theatrical world, done by famous experts in their profession. The volume is illustrated with 57 plates in full color and 164 in black-and-white.

Scarborough, Lee Rutland

With Christ after the lost; a search for souls. 326p. D [c. '10] N. Y., Doran \$1.50
Published in 1919 by the Sunday School Board of the Southern Baptist Convention.

Scarlet, Will, pseud.

False gods; a novel. 302p. D c. N. Y., Benziger Bros. \$2

A love story by a member of a well known religious order who writes under a nom-de-plume.

Schinz, Albert

Eighteenth century French readings. 646p. (bibls.) S [c. '23] N. Y., Holt \$1.96

Scott, Wilfred W.

Technical methods in analysis of metallurgical and allied products; a manual of analytical methods and useful data for the chemist and the college student. 903p. il. (pt. col.) O '23 N. Y., Van Nostrand \$6

Shallo, Michael W., S.J.

Lessons in scholastic philosophy, with an outline history of philosophy by Patrick J. Foote, S.J. 433p. D '23 c. '05-'20 Phil., Peter Reilly Co. \$2.50

Shane, Elizabeth

By bog and sea in Donegal. 64p. il. D '24 N. Y., Appleton bds. \$1.25

Verses, some gay, some sad, by a young Irish poetess who expresses the humor, the whimsicality and the romanticism of human nature in Donegal.

Showan, P. B.

Citizenship and the school. 180p. (4p. bibl.) D (Cambridge handbks. for teachers) '23 N. Y., Macmillan \$2.50

An attempt to outline a course of civic instruction for the elementary school.

Sinclair, May

A cure of souls. 324p. D c. N. Y., Macmillan \$2.50

A ruthless portrait of an indolent soul—Canon Chamberlain—who "cared for nothing in the world but his own peace."

Smith, Cicely Fox

Sea songs and ballads, 1917-22; with il. by Phil. W. Smith. 142p. il. D '24 Bost., Houghton \$1.75

Verse by the author of "Sailor Town Days."

Starbuck, Robert Macy

Standard practical plumbing; an exhaustive treatise on all branches of plumbing construction, including drainage and venting, ventilation, hot and cold water supply and circulation; 7th ed. rev. and enl. 432p. il. diagrs. O '24 c. '23, '10 N. Y., Henley \$3.50

U. S. Dept. of Commerce. Bureau of Foreign and Domestic Commerce

Algeria. 24p. O (Trade and economic rev., 1922, no. 11; supp. to commerce reports) '22 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Canada. 20p. O (Trade and economic rev., 1922, no. 19; supp. to commerce reports) '22 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Danzig. 12p. O (Trade and economic rev., 1922, no. 10; supp. to commerce report) '22 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Hongkong. 12p. O (Trade and economic rev., 1922, no. 20; supp. to commerce reports) '22 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Indo-China. 8p. O (Trade and economic rev., 1922, no. 12; supp. to commerce reports) '22 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Norway. 14p. O (Trade and economic rev., 1922, no. 22; supp. to commerce reports) '22 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Portugal. 8p. O (Trade and economic rev., 1922, no. 17; supp. to commerce reports) '22 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Salvador. 6p. O (Trade and economic rev., 1922; no. 29; supp. to commerce reports) '22 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

U. S. Geological Survey

Forty-fourth annual report of the director of the U. S. geological survey to the secretary of the interior; for the fiscal year ended June 30, 1923. 87p. map O '23 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Topographical maps of the United State. In sheets 16 x 20 inches. Wash., D. C., Off. of Survey. pap. ea. 10 c.

Contents: Illinois-Wisconsin: Grays Lake sheet (1m.=1").

Kentucky: Bowling Green sheet (1m.=1").

Oregon: Reedsport sheet (1m.=1").

Virginia-West Virginia: Edinburg sheet (1m.=1").

Wisconsin-Illinois: South Wayne sheet (1m.=1").

Univ. of the State of New York

Results in Latin, first two years. 24p. O (Univ. of state of N. Y. bull. no. 773) '23 Albany, N. Y., [Author] pap. 5 c.

Weil, Dr. Clarence K., ed.

The first 25 years; being an unpretentious history of the development of the Zeta Beta Tau fraternity, sketched from its birth in 1898 through to the end of its 25th year. 143p. il. O [c. '23] N. Y., Zeta Beta Tau Fraternity, 67 Wall St. bds. \$2

Steese, Edward

Storm in harvest, and other poems. 93p. D '23 c. N. Y., Edmond Byrne Hackett, 19 E. 47th St. \$1.50

Mr. Steese is an undergraduate of Princeton of the class of 1924. This is his first book of published verse.

Stevenson, Robert Louis

The Silverado squatters. 111p. il. Q '23 N. Y., Scribner \$30

Stibitz, George

Messianic prophecy; a presentation of the progressively revealed thoughts of God on His kingdom and His Messiah, being notes on the Messianic passages of the Old Testament in their chronological order. 190p. D '23 Cleveland, O., Central Pub. House \$1.50

Sturgis, Granville Forbes

Little plays for all occasions. 317p. D '23 Bost., Cornhill \$3

Swetland, Horace Monroe, ed.

Industrial publishing; the foundation principles, functions, methods and general practice; based upon the lessons of an educational course. 309p. D [c. '23] N. Y., U. P. C. Bk. Co. \$4

The book is based on a course conducted by the New York Business Publishers' Association and contains the principles of industrial publishing with detailed information as to best practice in all departments.

Talbot, Frederick Arthur Ambrose

Moving pictures; how they are made and worked; new ed., entirely re-written. 442p. il. O (Conquest of science) ['23] Phil., Lippincott \$3.50

An encyclopedia of the moving picture art.

Tapper, Thomas

Youth and opportunity; being chapters on the factors of success. 301p. D [c. '12] N. Y., Harper \$2.25

Published in 1912 by Platt and Peck.

Thompson, E. A.

Text on chiropractic spinography; 4th ed. 426p. il. O '23 c. Davenport, Iowa, [Author] \$5

Tormay, Cécile

An outlaw's diary: v. 2: The commune. 233p. il. O '24 N. Y., McBride \$3

Bitterly partisan and written with the intensity of hatred which a conservative aristocrat feels for the revolutionary proletariat, this second volume of Cécile Tormay's diary continues the tale of revolt and change in Hungary and pictures the government under Bela Kun.

Townshend, R. B.

The tenderfoot in New Mexico. 266p. il. O '24 N. Y., Dodd, Mead \$3.50

By the author of "A Tenderfoot in Colorado," it is full of exciting pictures of life in the Far West in pioneering days.

Train, Ethel [Mrs. Arthur Cheney Train]

"Son"; and other stories of childhood and age. 562p. S '23 c. '11-'23 N. Y., Scribner buck. \$2

In addition to "Son" (first published in 1911), this volume contains seven other stories by the late Mrs. Train.

Turner, W. J.

The man who ate the popomack; a tragic-comedy of love in four acts. 90p. D (British drama league lib. of modern British drama, no. 2) '23 N. Y., Brentano's bds. \$1.25

Van Der Flier, M. J.

War finances in the Netherlands up to 1918. 166p. O (Ec. and social hist. of the world war. Dutch ser.) '23 N. Y., Oxford \$1.50

Vaughan, Henry William

Types and market classes of live stock; 2nd revision, 9th ed. 544p. il. diagrs. O '23 Columbus, O., R. G. Adams & Co., 1836 N. High \$3

Wade, Herbert T.

Scales and weighing; their industrial applications. 470p. il. O '24 N. Y., Ronald \$6

Waley, Arthur, tr.

The temple and other poems; tr. from the Chinese. 150p. D '23 N. Y., Knopf \$2.50
With an introductory essay on early Chinese poetry and an appendix on the development of different metrical forms.

Wells, Frederic Lyman

Pleasure and behavior. 290p. D (Conduct of mind ser.) c. N. Y., Appleton \$2.50

A discussion of man's fundamental urges and their expression in behavior, in which the author assumes no knowledge of psychology on the reader's part.

Winslow, Carleton Monroe, and Brown, Edward Fisher, eds.

Small house designs; collected by Community Arts Association of Santa Barbara, California. 153p. il. F [c. '24] Santa Barbara, Cal., Community Arts Assn. bds. \$5

A practical book of interest to house builders, architects, realtors, etc., with sixty designs of houses of the bungalow type, costing about \$5,000 each.

Wood, Francis Carter

Cancer; nature, diagnosis and cure. 67p. S (National health ser.) '23 N. Y., Funk 30 c.

Yapp, R. H.

Botany; a junior book for schools. 210p. il. D '23 N. Y., Macmillan \$1.20

Wetmore, Alexander

Fossil birds from southeastern Arizona. 18p. il. O (Proc. of the U. S. Nat'l Mus.; v. 64, art. 5, pp. 1-18) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Williams, Frederick Wells, and Price, Rev. Frank W.

The best hundred books on China; a finding list

of books in English selected and annotated. 20p. D '24 New Haven, Conn., Yale Univ. Lib. pap. 20 c.

Zangwill, Israel

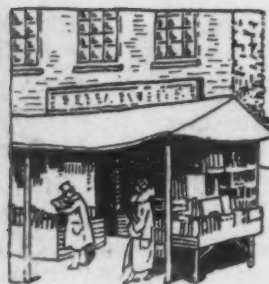
Watchman, what of the night?; an address delivered before The American Jewish congress, Carnegie Hall, New York City, Oct. 14, 1923. 52p. D '23 N. Y., American Jewish Congress, 1 Madison Ave. pap. 33 c.

Title Index to the "Weekly Record"

Does not include the material listed in smaller type

- Appraisers and adjusters' handbook. Arthur, W. \$3.50 *U. P. C. Bk. Co.*
 Annihilation. Ostrander, I. E. \$2 *McBride*
 Aramic papyri of the fifth century B. C. Cowley, A. \$7 *Oxford*
 Atom and the Bohr theory of its structure, The. Holst, H. and Kramers, H. A. \$4 *Knopf*
 Ballad entries in the Stationers' register, Analytical index to the. Rollins, H. E. \$4, \$3 *Univ. of North Carolina Press*
 Bits of dreams. Bell, E. \$1 *Stratford*
 Blindness of virtue, The. Hamilton, C. \$2 *Little, B.*
 Book of Blanche, The. Richardson, D. M. \$2 *Little, B.*
 Bookkeeping principles and practice. Rosenkampp, A. H. and Wallace, W. C. \$1.50 *Prentice-Hall*
 Borrowed axes and other sermons. Conwell, R. H. \$1.25 *Judson Press*
 Botany. Yapp, R. H. \$1.20 *Macmillan*
 Brief history of the U. S. Andrews, M. P. \$1.20 *Lippincott*
 Broken butterflies. Kinney, H. W. \$2 *Little, B.*
 Brooklyn Daily Eagle almanac, 1924. Lee, H. J. \$1.50 *Brooklyn Daily Eagle*
 Business of missions, The. Patton, C. H. \$2 *Macmillan*
 By bog and sea in Donegal. Shane, E. \$1.25 *Appleton*
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 Candy cook book, The. Bradley, A. \$1.75 *Little, B.*
 Carols of Carolyn. Lewis, C. M. \$1 *F. K. Stearns*
 Chambers's encyclopedia. v. 3. \$75 set *Lippincott*
 Cherry-stones. Phillpotts, E. \$1.25 *Macmillan*
 Chicago Daily News almanac and year book for 1924, The. Langland, J. 75c. *Chic. Daily News Co.*
 Chinese painting as reflected in the thought and art of Li Lung-Mien. Meyer, A. E. \$10 *Duffield*
 Chiropractic spinography, Text on. \$5 *E. A. Thompson*
 Citizenship and the school. Showan, P. B. \$2.50 *Macmillan*
 Claw and fang. Glanville, E. \$2.75 *Harcourt*
 Clothes that count. Field, B. \$2.50 *Stokes*
 College widow, The. Ade, G. 75c. *S. French*
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 Conscience and success. Humy, F. E. d'. \$1 *McDevitt-Wilson*
 County chairman, The. Ade, G. 75c. *S. French*
 Crazy man. Bodenheim, M. \$2 *Harcourt*
 Crookes, The life of Sir William. D'Albe, E. E. F. \$7.50 *Appleton*
 Cure of souls, A. Sinclair, M. \$2.50 *Macmillan*
 Don Juan. Azorin. \$2 *Knopf*
 Doodle bug book of songs for children. Ferris, M. B. \$2.50, \$1.50 *Flammer*
 Doomsland. Leslie, S. \$2.50 *Scribner*
 Dover road, The. Milne, A. A. 75c. *French*
 Eagle's wing, The. Bower, B. M. \$2 *Little, B.*
 Economic theory, Essays in. Patten, S. N. \$5 *Knopf*
 Economics of a food supply, The. Hedrick, W. O. \$2.50 *Appleton*
 Eighteenth century French readings. Schinz, A. \$1.96 *Holt*
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 Financial engineering. Goldman, O. B. \$3.50 *Wiley*
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Edited by Frederick M. Hopkins



THE manuscript of "Weir of Hermiston," consisting of some 25,000 words, upon which Stevenson was engaged at the time of his death, has been added to the wonderful collection of manuscripts in the library of J. Pierpont Morgan.

American and British naval prints, in line, stipple, mezzotint, aquatint and color, including views of naval engagements, ships of the line and portraits of famous commanders, many of which are very rare, were sold at the American Art Galleries February 1, 1924.

To mark the centenary of the birth of Jean Henri Fabre, which has just been commemorated in France, Fisher Unwin is about to publish a personal study of the naturalist entitled "The Human Side of Fabre," by Percy F. Bicknell, based upon Fabre's own writings.

There are indications that the high prices which rare historical material relating to the Early and Far West has been bringing has about reached their height for the present. Collectors and librarians are disposed to stop buying, if need be, rather than pay prices that seem unreasonably high and still advancing.

Harold Palmer Piser of this city has sent a circular letter to many people of the literary and publishing world advocating the establishment in New York of an independent library of poetry. Mr. Piser's idea is that there should be one place in which all poetry should be gathered and indexed, and all biographical material, lists of poetry organizations, poetry contests, and everything pertaining to the subject, may be kept on file.

The new edition of the "Almanach de Gotha," which is famous for its genealogical trees of European families, such as the Hapsburgs, the Bourbons, and the Romanoffs, is just out, and with it the "Almanach" will cease publication. With the disappearance of so many occupants of thrones from the world's limelight, the editors, it is said, decided that there were too many difficulties to contend with for

its publications. The "Almanach" altho a German publication, was published in French, and appeared regularly for about 100 years.

Word comes from London that Rudyard Kipling's literary agent and solicitor have entered suit against Capt. E. M. Martindell whose revised Kipling bibliography was expected to appear soon. It is claimed, it is said, that Part II of the new Martindell bibliography, which purports to give a list of articles from the *Civil and Military Gazette* and *The Pioneer* contributions by Kipling, includes many titles which he did not write. Mr. Kipling has refused to correct the list and is firm in his refusal and his demand that the book shall be withdrawn from publication.

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 A Tour of the United States of America, J. Ferd. Smyth-Stuart, 2 vols., London, 1784.
 Journal of a Tour in Unsettled Parts of N. America, 1796-7, Francis Bailey, Bailey's Journal, Lon., 1856.
 Memoirs of the Administrat. of Washington and Adams, from papers of Oliver Olcott, by Geo. Gibbs, 2 vols., N. Y., 1846.
 New Travels in United States of America 1798, Jean Pierre Brissot de Warville, Dublin, 1792.
 Prisoner of Trotsky, Kalpaschinokoff, Doubleday.
 Travels of 4½ years in the United States of America, 1798-1802, John Davis, London, 1803.
 Travels through the States of America, 1795-6-7, Isaac Weld, 2 vols., London, 1800.
 Travels in N. America 1780-2-2, Marquis F. J. de Chastellux, New York, 1828.
 Travels in the Confederation 1783-4, John D. Schoepf, Trans. by A. J. Morrison, Phila., 1911.
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Eliot, Durable Satisfaction of Life.

Field, Indian Bibliography.

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Japanese Fairy Tales, 4 vols., 1st ed., 1898-1903;

Glimpses of Unfamiliar Japan, 2 vols., 1st ed.,

1894; Gleanings in Buddha Fields, 1st ed., 1897;

In Ghostly Japan, 1st ed., 1899; Diary of an Im-

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Hull, Industrial Depressions, Stokes.

Ingersoll's Works, 2 vols., original Dresden ed.

McCoy, Cattle Trade of the West, 1874.

Masson, Life and Times of Milton, 7 vols.

Mommsen, History of Rome, 5 vols., Scribner.

Monahan, At Sign of the Van; New Adventures.

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Riley, Report on Insects of Missouri.

Noted Guerrillas, pub. by Brand, St. Louis.

Ottenheimer, Jesse James—a Romance of Terror.

Life, Times and Treacherous Death of Jesse James.

Wild Bandits of the Border, Laird & Lee, 1893.

Nixon, Lowly Nazarene.

BOOKS WANTED—Continued

G. M. Chandler—Continued

Massie, Profit of Nazareth.
 Strindberg, Confessions of a Fool.
 Renan, Speeches and Lectures.
 Shaw, Loves of Shakespeare.
 Boccaccio, Life of Dante.
 Dana, Story of Jesus.
 Danton, Seven Champions of Christianity.
 Carpenter, Great Charter of Christ.
 Dracon, The Lord's Prayer.
 Chittendon, Hist. of Fur Trade, 3 vols.
 Diver, Judgment of the Sword.
 Don Quixote, 2 vols., Everyman Lib., cloth.
 Fremont, Expedition to Oregon & Calif., 1849.
 Gregg, Commerce of the Prairies, 2 vols.
 Hildreth, Japan as Was and Is, ed. Clement.
 Hough, Travelling Old Trails.
 LeGallienne, Lonely Dancer and other poems.
 Sedgwick, Letter of Capt. Cuellar; Life of Father Hecker; Essays on the Great Writers.
 Tissot, New Testament, 3 vols.
 Chronicles of Amer., 50 vols., Yale.
 Arthur H. Clark Co. 4027 Prospect Ave., Cleveland
 Supplementary Educ. Monographs, vol. 2, no. 4, July, 1918.
 Flute, any books wholly or in part on Mss., A. L. S. of Flute Players, Portraits, etc.
 Brotherhood of Locomotive Engineers Mo. Jl., any vols. or nos.
 Hough, Story of Cowboy.
 English, Conquest of Country Northwest of Ohio River, 2 vols.
 Butterfield, Hist. of Clark's Conquest of Ill. and Wabash Towns.
 Sachse, German Sectarians of Pa., 1742-1800.
 Plymouth, Mass., Records of Town, 1636-1783, 3 vols.
 Mather (Increase) and Wm. Phipps, Lives, by Pond.
 Bradley, Story of Pony Express, 1st ed.
 Marsh, Chas. W., Recollections, 1837-1910.
 Webster, Dan'l, Life, by Curtis.
 McPherson, Political Hist. of Reconstruction.
 Hamilton, Alex., Life, by Morse.
 Jefferson, Alex., Life, by Parton.
 Bowan, Complete System of Geog.
 Michaux, North Amer. Sylva.
 Blair & Robertson's Philippine Islands, any vols.
 Jesuit Relations, 73 vols.
 Logan, Hist. of Upper County, S. C., vol. 1, 1859; Remarks on Mining Region of Lake Superior, 1847.
 McDermott, Silver Islet Vein, L. Superior.
 Macfarlane, Silver Islet, 1880; Geology and Silver Ore of Wood's Location, Thunder Cape, 1869.
 McKellar, Mining on North Shore of L. Superior, 1874.
 Dellenbaugh, Breaking the Wilderness.
 Amer. Educational Jl., vols. 26, 27, 30.
 Caulkins, Hist. of Norwich, Conn.; Hist. of New London, Conn.
 Dow, Hist. of Cherokee Indians.
 Job, Wild Wings.
 Beard, Psychology of Salem Witchcraft Excitement of 1692.
 Noyes, Story of Ajax.
 Mallack, New Republic.
 Bausman, Hist. of Beaver Co., Pa., 2 vols.
 Jordan, Hist. of Beaver Co., Pa., 2 vols., 1914.
 Dart County, Ohio, Hist. of.
 Fayette Co., Ind., Hist. of.
 Willey, Isaac, of New London, Conn., and His Descendants, Theo. Willey.
 Zimmerman Genealogy, Alden.
 Thompson and Given Families, S. F. Thompson and E. K. Givens.
 Terrell Family of Va., Genealogical Notes by E. H. Terrell.
 Hoopes Genealogy.
 Taylor, Directory Wheeling and Ohio Cos., 1850.
 Shelby and Moultrie Cos., Ill., Hist. of.
 Preble Co., Ohio, Hist. of.
 Hildreth, Hist. of Wash. Co., Ohio.
 Heywood, Hist. of Kentucky.
 Ames, Hist. of Marshfield, Mass.
 Burke, Official Military Hist. of Kansas Regiments of Great Rebellion.
 Canajohari, Montgomery Co., N. Y., Hist. of.
 Bryan, Pioneer Families in Mo.
 Champaign Co., Ohio, Hist. of, 1881.

A. H. Clark Co.—Continued

Miss. Valley Hist. Assn. Procdgs., 1907-1908, 1912 to date.
 Goldsmith, Oliver, Works, ed. Cunningham, 10 vols.
 Miniature Books, any rare items.
 Ogden, Peter Skene, Life of.
 The John Clark Co., 1783 E. 11th St., Cleveland, O.
 Loti, Pierre, Complete Works; preferably in a fine binding.
 Williams, The Honorable Peter White.
 Bronson, Domestic Manufacturers' Assistant, 1817.
 Frank, Tenney, Economic History of Rome.
 Johnston, Negro in the New World.
 Niles' Weekly Register, vol. 3.
 North American Review, 1896 to 1920.
 Thorndike, Heredity, Columbia Univ. Press.
 Decker, Camping Through Yellowstone Park.
 Elliott, On Horseback Through Yellowstone.
 Fullerton, Autobiography of Roosevelt's Adversary.
 Scott, Through the Yellowstone with Paul and Peggy.
 Popham, Yellowstone Park Romance.
 Cole, Two Great Canyons.
 Taylor, Touring Alaska and the Yellowstone.
 Wiley, Yosemite, Alaska and the Yellowstone.
 Hayden, Yellowstone National Park, 1877.
 Howard, Chief Joseph, His Pursuit and Capture.
 Harrison, A Summer's Outing.
 Geike, Geological Sketches.
 Carpenter, Wonders of Geyserland.
 Hatfield, Geyserland and Wonderland.
 Heaton, Yellowstone Letters, 1906.
 Peck, Seven Wonders of the New World.
 Synge, A Ride Through Wonderland.
 James, Henry, 1st eds. of The American; The Europeans; The Ambassador; Daisy Miller; Red-erick Hudson.
 Smith, Indiana Miscellany.
 Elwood, Henry County, Indiana.
 Beckwith, History of Montgomery County, Ind.
 Colesworthy's Bk. Store, 66 Cornhill, Boston.
 Old English Country Cottages, illus. Allingham.
 Report Mass. Com. Manual Training, 1893.
 Mystery Ocean Star, also Death Ship, Russell.
 A Minstrel in France, Harry Lauder.
 Garden Color, Margaret Waterfield.
 Dust of New York, Konrad Bercovici.
 Tennessee Shad, Prodigious Hickey, Owen Johnson.
 Life and Times of Machaevelli.
 Life of Robert Emmett.
 Imperial Orgy, or any of Saltus.
 Masterpieces Modern Drama, Pierce & Matthews.
 Cabinet ed. of Dickens.
 Talbot's Railway Curves.
 Grammar of the Lotus, Goodyear.
 Collector, 39 W. 17th St., New York
 American Turf Registers.
 Farmers' and Mechanics' Magazine, 1826.
 Humorous Amer. Works, Peterson, Phila.
 Horse items, American only.
 Spirit of the Times.
 The Traveller Weekly, N. Y., 1831.
 Troy, N. Y., imprints, before 1860.
 Colonial Society, Box 343, Richmond, Va. [Cash]
 Annual Encyclo., set or odd vols.
 Book with plate of Murray, Earl of Dunmore.
 Boyd, Sorrows of Nancy.
 Draper, Intel. Develop. of Europe.
 International Ency. Year Books.
 Lecky, Rise of Rationalism.
 Renan, all items.
 Scott's ed. Swift or odd vols.
 Va. books, pamphlets, periodicals.
 Columbia University Library, New York.
 Moreau, E., Trial of Joan of Arc, trans. by Astride Argyll.
 Maeterlinck, M., Mary Magdalena, Dodd, Mead, 1911.
 Henderson, M. S., George Meredith, 1907.
 Mill, J. S., Three Essays on Religion, Holt, 1912.
 Columbia Univ. Press B'kstore, 2960 B'way, N. Y.
 Cabell, J. B., 1st eds. only: Line of Love, 1905; Gallantry, 1907; Soul of Melicent, 1913; Judging of Jurgen, 1920; Taboo.
 Bosanquet, Companion Book to Plato's Republic.

BOOKS WANTED—Continued

Columbia Univ. Press B'kstore—Continued

Ritchie, Plato.
John Jasper, The Unmatched Negro Philosopher.
Plautus, Syntax, ed. Lindsay.
Beloch, Companion, 2nd. ed., 1890.
Garnet, History of Italian Sculpture.
Oscar Wilde, Vera or the Nihilists; The Soul of Man under Socialism; Miscellanies.
Kellner, American Literature.
Loreburn, How the War Came.
Harland, Common Sense in the Household.
Mrs. Crowell's Cook Book.
Mark Twain, The Gray Dawn.
Ashley, How to Analyze Clay.
Detective Pickett's History of the Molly McGuire's.
Mitchell, Business Cycles.

Columbus Bk. Exch., 16 E. Chestnut St., Columbus, O.

Grout, Mosses with a Hand Lens.
Webb's Manual of Etymology, 2 copies.
Kohaus, Between the Lines, 6 copies.

Irving S. Colwell, 99 Genessee St., Auburn, N. Y.
Antiques Magazine, nos. in 1922-23.
Children of Dawn, Putnam.

James Cooper, 417 Park Pl., Brooklyn, N. Y.
Von Sybel, Founding of the German Empire, complete set; also odd vols., 1 and 7.
Walsh, Measurement of General Exchange Value.
Zybout, Pocketown People.
Dealers' Catalogues and Want Lists, Eng. & Amer.
Whitney, Snow Shoes Barren Ground.

T. O. Cramer's, 1321 Grand Ave., Kansas City, Mo.
Gody's Lady Book Magazines, bound or unbound.
Peterson's Magazines, up to 1865.
Edwards, Noted Guerrillas.

Dauber & Pine, 83 Fourth Ave., New York.

Sanborn, Oldtime Wallpaper.
Waterman Nixon, Book of Verses.
Mitchell, Business Cycles.
Aquarium, Books on.
Watts, Speculation as a Fine Art.
Fithian's Journal, Princeton, 1901.
Cox, Kenyon, Classic Point of View.
English and American Dealers please quote on the following subjects: Fine and Applied Arts; Anthropology; Primitive Religions; Folklore; Philosophy; Theosophy; Occult Sciences. Good eds. of the Classics. Prompt cash for all items ordered.

Davis' Bookstore, 49 Vesey St., New York.

Proven Continuity of Life, Morton.

Dawson's B'kshop, 627 S. Grand Ave., Los Angeles.

A. O. U. Check List of North American Birds, 1910 ed.
Burnett, Recollections of an Old Pioneer.
Bell's Reminiscences of a Ranger.
Castaneda de Nagera Pedro, 16th Century Journey of Coronado, 1540-1542 from City of Mexico to Grand Canyon.
Century Dictionary of Names, thin paper ed.
Cooke, Conquest of New Mexico and California.
Dawson & Bowles, Birds of Washington.
DeQuille, The Big Bonanza.
Gibbons, History of Rome, Bury ed.
Inman, Santa Fe Trail.
Clarence King's Memoirs.
Manley, Death Valley in '49.
Richardson, Beyond the Mississippi.
Revere, Tour of Duty.
Snyder, C., World Machine, Longmans.
Woodbury, Chas. Herbert, Twelve Pencil Sketches.
Chevrueil, Michael Eugene, Principles of Harmony and Color.
Mulertt, Goldfish and Its Systematic Culture.

Denholm & McKay Co., Worcester, Mass.

Vanished Arizona, Summerhayes.

Denver Dry Goods Co., Denver, Colo.

Hands Up, Dave Cook.

DeWitt's Bookstore, 620 14th St., Oakland Calif.

Carter, Missions Nueva California.
Hutchinson, Treatise on Practical Seamanship.
Lever, Young Sea Officers' Anchor, London, 1st ed.
Bolton, Spanish Explorations Southwest.
Fernow, Economics of Forestry.
Robinson, Graven Palm.
Herbert, The Elephant; Life Story of a Lion.
Comstock, Bungalows, Camp & Mountain House.
Lalame, Treatise on Etching.
Macy, Guide to Reading for Young and Old.
Crowe, Night Side of Nature.
Merz, Harmony.
Dow, Theory and Practice of Teaching Art.
Wilson, Ewing's Lady.
Letters of Madam Calderon de la Barca, 2 vols., plates.

L. S. Donaldson Co., Minneapolis, Minn.

Life and Destiny, Adler.

Doubleday, Page Bk. Shop, 34 Park Pl., Newark, N.J.

Sir Henry Hawkins, Baron Brampton, pub. in England, out of print.

Doubleday, Page Bk. Shop, 55 Liberty St., N. Y.

Earthwork out of Tuscany, Maurice Hewlitt, Scribner.

Doubleday, Page Bk. Shop, 223 N. 8th St., St. Louis

Set, Morgan Robertson.
Winchell, Pre Adamites.
Set, Chronicles of America.
Beveridge, Life of John Marshall, vol. 1 and 4 only.

Wm. Henry P. Phyfe, 5000 Facts and Fancies.

S. H. Killikelly, Curious Questions.

E. P. Dutton, 68 1/2 Fifth Ave., New York

Arnold, H., Stained Glass of Middle Ages and England and France.
Bell, Fleet Street in Seven Centuries.
Brown, Harem Lik.
Bierce, A., Write It Right.
Cerbuliez, Samuel Broke Co. Edited by Edmund Gosse.
Crane, S., Wounds in the Rain, 1st ed.; The Monster, 1st ed.; The Blackriders, 1st ed. and limited ed.
Doyle, Sir Nigel, 2 copies.
Du Maurier, Lady of Camelot.
Dixon, Life Worth Living.
Dickens, Charles Dickens in America; Letters of Charles Dickens 1880.
Equipment of the Workers, enquiry by the Philip's Settlement Education and Economic Society, 1919.
Friedenwald (H.), Declaration of Independence.
Haynes Rowland and Matson, Community Recreation Program (Recreation Survey) 1920.
Haydns, Dictionary of Dates.
Huntington, Collection of Old Masters.
Lavater, Physiognomy.
Life and Adventures of Jack Adams.
Longfellow, Skeleton in Armour, 1876.
Maeterlinck, Blue Bird Illus., M. Parrish.
McFadden, An Honest Lawyer.
Merrick, Man Who Understood Women, limit. ed.
Moltke, Ancient and Modern Strategy, Hans Delbrueck.
New York Daily Graphic, Oct. to Dec. 1873.
Nicolay and Hay, Life of Lincoln.
New York World, Almanac 1877, 1878, 1879, 1880, 1881, 1882, 1883, 1884, 1885.
New York Clipper Annual, 1874, 1875, 1877, 1878, 1879.
New England Maps (Old), describe fully.
Norris (C), Brass, 1st ed.
New York Clipper, 1853, 1864.
Nast (Thomas), Illustrator Gabriel Grubb.
New Cork Police Gazette, any volumes.
New York Police News, any volumes.
New York Illustrated Times, 1883-1884.
New York Illustrated News, 1860-65.
North (Chris), Works.
O. Henry, Ethics of Pig; O. Henry Index; The Man Higher Up.
Swanee Review, April 1914.
Oleron (Law of), Sometimes Entitled the Black Book of the Admiralty, vols. 1, 2, 3.
O'Brien (Editor), The Best Short Stories of 1922, 1st ed.

BOOKS WANTED—Continued

E. P. Dutton—Continued

Nelson, Ancient Painted Glass in England, 1170-1500.
 Powys, Visions and Revisions.
 Rowland, Filling His Own Shoes.
 Spenser, Fairy Queen, vol. one, Everymans Library (leather).
 Sir Richard in the Pantry.
 The Nation, Dec. 14, 1921.
 Trench, Life of St. Theresa.
 Upton, any of the Golliwogg Books.
 Whites, Flat Money Inflation in France.
 Whall (C. W.), Stained Glass Work.

Edw. Eberstadt, 25 W. 42nd St., New York.

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 Perfumed Garden.

English Bookshop, 333 Fifth Ave., N. Y. C.

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 New York City and Hudson River Views.
 History of Province of New York, Smith, London, 1757.
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 Law of Contracts, Marston.
 Macmillan, Deeper Meaning of Plant Life.
 Quackenbos, Hypnotic Therapeutics.
 Hypnotism in Mental and Moral Culture.
 Drums of Oud.
 Violette, Spiritism and Insanity.
 Justice Mills, Circumstantial Evidence.
 Fossil Men—Elements of Human Palaeontology, Boule, trans. by Jessie Ritchie.
 Ulysses, James Joyce.

W. & G. Foyle, 121 Charing Cross Rd., London, W.C.2, England.

Lesser, 24 Bks. of Holy Scriptures (Block Pub. Co.)
 Hart, Southern South (Appleton) 1910.
 Kane, Elements of Chemistry, 1854 (bd. sheep.).
 Porter, Principles of Chemistry, 2nd ed., 1871 (black cloth).
 Erdmann-Dunlap, An Intro. Chemical Preparations, circa 1900.
 James (Jesse), American Bandit, any books relating to.
 An Operetta in Profile, 1890.

French Book Shop, 561 Madison Ave., New York
 U. S. Catalog, 1912; Supplements 1912-1918; 1918-1921, 3 thick vols., will take complete or any.

Ginsburg's Bk. Shop, 1821 Pitkin Ave., B'klyn, N. Y.

The Freshwater Aquarium and its Inhabitants.
 The Home Aquarium and how to care for it.
 The Book of Aquarium.
 McCabe, The Evolution of Mind.
 Gregg, Commerce of the Plains.
 Faith White's Letter Book.
 Biblio, containing bibliography of Bierce.
 Bailey, Encyclopedia of Agriculture.
 Belasco, Heart of Maryland.
 Petrie, Revelations of Civilization.
 Peckham, Gen. Lyon and Missouri in 1861.

Ginsburg's Bk. Shop—Continued

U. S. G. S. Water Supply and Irrigation Paper No. 54.
 Voynich, Interpreted Friendship.

Gammel's Book Store, Austin, Texas.

Anything on Texas.

Gittman's Bk. Shop, 1225 Main St., Columbia, S. C.

Talmadge, Sermons, complete set or odds.
 Beecher, Sermons, complete set or odds.
 Hobart, The Medical Language of Luke.
 Totten, History of the Ten Lost Tribes.
 Swinton, Word Analysis.
 Ravenel, Eliza Pinckney.

The Golden Rule, Bk. Dept., St. Paul, Minn.

Arnold, Pearls of the Faith.

Laurence Gomme, 34 E. 48 th St., New York.

Emily Dickinson Letters.

Goodspeed's Book Shop, Boston.

Asia, Jan. and Feb. 1917.
 Avari, Virginia Girl in the Civil War.
 Carroll, Rhyme or Reason.
 Chapman, Memories and Milestones.
 Chinese Legends, The White Snake.
 Colegrove, Memory, D. A. & o.
 Compton, Esther, 1884, Holt.
 Cornhill Booklet, Nov. 1831, Feb. 1832.
 Crawford, Among old New England Inns.
 Dramatic Mirror, Dec. 22, 1906.
 Fairfield Co., Hist. of.
 Fenger, Alone in the Carribean.
 Field, Colonial Taverns.
 Fowle, Capt. John, Reminiscences of.
 Haanel, Master Key System.
 Heaven Below and Beautiful Soo.
 Holmes, Puerperal Fever as Private Pestilence, 1855.
 Inman, Old Santa Fe Trail, 1897.
 Jefferson, Works ed. by Ford.
 Knowles, St. Cuthberts.
 Lucas, Open Road.
 Marbury, Favorite Flies.
 New Republic, no. 405, 1923.
 Orvis, Fishing with the Fly.
 Peabody, Holiday Study of Cities and Ports.
 Robinson, Diary, Reminiscences and Corres., 1789-1866.
 Rolland, Musicians of the Past.
 Scott, Repudiation of State Debts.
 Sidgwick, Lady of Leisure.
 Sketch of life by David Ray, Bost., 1881.
 Thoreau, Walden, illus. by Johnson.
 Tschalkowsky, Letters of.
 Willard, Fall of Ulysses.
 Year 2000.
 Genealogies
 D. A. R. Lineage Books.
 Fretz, Milton, 1904.
 Hollingsworth, Balt., 1884.
 Sinclair.
 Stern, McFarlan and Stern, Westchester, Pa.
 Town Register, Otisfield, Harrison, Naples, Sebago, 1906.

Gotham Book Mart, 51 W. 47th St., N. Y.

Ayers, Some ill-used Words.
 Bierce, Write it Right.
 Brewer's Dictionary of Phrase and Fable.
 Christopher Morley, 1st eds. of Travels in Phil.; Tales from Rolltop Desk; Shandygaff; Pipefulls.

Grant's Bk. Shop, 127 Genesee St., Utica, N. Y.

Baum, Father Goose, 75c. ed., Donohue.
 Baum, The Vision of Mirza.

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Pottery and Porcelain of the U. S., Barber, Putnam.
 A Scramble Amongst the Alps, Whympier, Scribner.
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 Life of Thaddeus Stevens, Woodburn.
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 Complaints of Protestants, Claude.

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Aristocrats of the Garden, Ernest H. Wilson, 1917,
pub.
Cherry, by Tarkington.

Hall's Book Shop, 361 Boylston St., Boston, 17
Pride and Prejudice, illus. by H. M. Brock, pub. by
Dent.

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Wind in the Willows, by Kenneth Grahame, with
Paul Branson illustrations, published by Scribners.

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Huelsen's The Roman Forum, trans. by Jesse Bene-
dict Carter, latest ed.
Gypsy Trail, pocket ed., pub. by Mitchell Ken-
nerly.
Mathilde Bilbro's Middle Pasture, Small, Maynard
& Co.

Harper & Brothers, 19 E. 33rd St., New York.
The Helpmeet, by May Sinclair.

Lewis Hatch, 143 E. 57th St., New York.

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A. B. Davies, Catalogue.
Brillat-Savarin, Gastronomy.
Bond, Gothic Architecture.

Hazen's Bookstore, 238 Main St., Middletown, Conn.
Theology of Schleiermacher, Cross.
Police Power, Freund, University Chicago Press.
Origin of Rhythms of Verse in Late Latin,
Schlicher.
Statistics Control of Business Activities, Jan. 1923.

William Helburn, 418 Madison Ave., New York.
The Regional Planning Report on Doncaster, Eng-
land.

Old London Illustrated by H. W. Brewer.
The Deeside Regional Planning Report.
The French translation of Dickens, The Cricket on
the Hearth, called 'Le Grillon.'
The Work of Alfred Messel.

B. Herder B'k. Co., 17 Broadway, St. Louis, Mo.
Benson, Papers of a Pariah.
Granada, Sinner's Guide.

Walter M. Hill, 22 E. Washington St., Chicago.

Eckel, 1st eds. of Dickens.
Pedigree of the Family of Winthrop.
Legallienne, Hafiz, Odes from the Divan of.
Evelyn Eaton's Poems.
Free Negroism.
St. Peter's Umbrella.
McGuffey's Reader, 3rd, 4th and 5th eds.
Crown Jewels Book of Poems.
Madame Recamier, by Madame M. Chapman Hall,
1852.

Artemus Ward, His Book.
Burdett, Chimes from a Jester's Bells.
Secret Destiny of Israel, by White.
Le Gallienne, Hyways and Byways.
Hardy, Dynasts, vol. 3 only.
Umbrian Studies, trans. by Gabriel Faure.
Housman, A Shropshire Lad, 1st ed., 1896.
Old Testament, Revised version of 1885, Oxford.
Saintsbury, Corrected Impressions.
Smith, Monk and the Dancer, Turquoise Cup.
Morrow, The Ape, the idiot and other people.
Salambo, trans. by Mrs. Sheldon.
Hawley or any other book on Chinese Rugs.
Durer, Just Shaping of Letters.
The Centaur, Geurin.
Sacrifice of the Shannon, Hickman.

Himebaugh & Browne, 471 Fifth Ave., New York.

My Mamie Rose, by Owen Kildani.
Twenty-four, George Fitch, Little Brown, 1917.
The Fifth Army in March 1918, by Sparrow.
How Belgium Saved Europe by Sarolea.
Behind the Scenes in Warring Germany by Fox.
With the German Armies, by Sven Hadin.
American Army in the European Conflict, by
Chambrun and De Marenches.
The Tank Corps, by Major William Ellis.
Deductions from the World War, by Loringhoven
Freytag.
The Defense of Terrorism, by Trotski.
Reminiscences of East Africa, by Borbeck.
The Story of the Fourth Army, by Sir A. Mont-
gomery.
How to be Happy Though Married, Scribner 1891,
(two or three copies).

Hochschild, Kohn & Co., Baltimore, Md.

Semi-Detached House.
History of Medieval Philosophy, Husik.
First vol. only, Newcome's Thackeray, red binding,
gold lettering, Household ed., Joseph Knight Co.,
Boston.
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Burchard's Diary, English trans.
The Root of Evil, Thos. Dixon.

Holliday Bookshop, 10 W. 47th St., New York.

James, Henry, Views and Reviews, LeRoy Philips,
'08.
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E. A. George, 17th Century Men of Latitude.
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G. Lowes Dickinson, Religion: A Criticism and
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Mitchell, S. Weir, 18 vols., Century.
Gibbon, 15 vols., cloth, DeFau.
Modern Eloquence, 10 vols., half red mor.
Celebrated Crimes, 8 vols., Barrie.
Cooper, 32 vols., Putnams or Appleton ed.
Charles XII of Sweden, Life by one of his generals.

A. J. Huston, 92 Exchange St., Portland, Me.

Bibelot, Jan., Mar. and June, 1907.
Folsom, Catalogue of Documents Relating to Maine.
Foss, Early Settlements Along the Shores of
Skilling's River, 1870.
Howe, Puritan Republic of Massachusetts Bay.
Kellogg, Home Book Modern Medicine.
Marston Genealogy, South Lubec, 1888.
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Chronicles of America, Lincoln ed., vols. 47-48.
Camp Fire Verses, 1917.
Cambridge Modern Hist., vol. 7, 1904.
Carnegie Institute Founders' Day, 1903.
Essays for College Men, 1913.
Hough, The Young Alaskan Series; The Story of the Outlaw.
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The Westerners, 1901.
25th Anniversary Johns Hopkins, 1902.
Woodrow Wilson Pamphlets or Letters.
Webb, Famous Living Americans, 1915.

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Durable Satisfactions of Life, Eliot, pub. Crowell.

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H. H. Sayce, Records of the Past, pub. Lond., Bagster & Sons, 1889.
Night Bombing with the Bedouins, Reese.
Amundsen's Discovery of South Pole.
Old Inns of New England, C. G. Harper.
The Human Work, C. P. Gilman.
Napoleon, Last Phase, Roseberry, Harper Bros.
Woman's Work in Municipalities, Beard, App., 1915.
Wild Norway, Chapman, Longman.
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Matthew Arnold's Works, 13 vols., 12mo, red clo., Mac.

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Moorish Architecture, Stokes, 1909.

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McGregor, P., System of Logic, N. Y.
Magnus, Education in Bavaria, 1888.
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Nuttall, N. American Sylva, 3 vols.
Marsh, G. P., Man and Nature.
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Goncourt, Germaine Lacerteuae, tr. Boyd, pub. Knopf.
Flaubert, Madame Bovary, pub. Knopf.
Emerson, Trees and Shrubs Forests of Mass.
Amer. Antiq. Jnl., Mch., Apr., June & Sept., 1904.
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Jonson, B., Poetaster, ed. Mallory, 1905.
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Niagara Books, pub. in 1893 and 1901.
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Potter-Bradley, Atlas, 1894.
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Philistine, vol. 25, no. 1.
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